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RIGHT HON. C. D. HOWE
Minister of Trade and Commerce

M. W. MACKENZIE
Deputy Minister

FOREIGN TRADE

OTTAWA, NOVEMBER 26, 1949

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COVER SUBJECT—Canned pineapple, juice and slices, being loaded at Brisbane, Australia, by the S.S. Pioneer Star, of the United States Lines, for shipment to Canada. This vessel arrived in Montreal on October 31, 1949, with the largest consignment of canned pineapple ever landed in this country, amounting to 80,000 cases. The cargo included 1,300 bales of wool and other commodities. By arrangement with the British Ministry of Food, Canada was enabled to purchase the largest proportion of Australia's exportable surplus of pineapples last year, shipments amounting to 300,913 cases. (See report on this movement, reproduced on page 983 of this issue of Foreign Trade.) *Photo by Courier-Mail, Brisbane.*

Price 10 cents

48195—1

Positive Measures Have Improved Canadian Foreign Trade Position

Imports from Great Britain and exports to the United States had been stimulated, and adjustments in overall balance secured without any real dislocation of Canadian industry—Deputy Minister M. W. Mackenzie discounts fears for a flood of unwelcome commodities from Europe.

POSITIVE measures have accomplished more than negative restrictions in adjusting the external trade position of Canada, an increase in exports to the United States and an increase in purchases from the sterling area having produced an improvement in the overall balance. This opinion was expressed by M. W. Mackenzie, Deputy Minister of Trade and Commerce, in the course of his address to members of the Foreign Trade Bureau, Vancouver Board of Trade, on November 17. He added, however, that this condition was due in part to a drop in exports to the sterling area, "which we don't like to see", while dollars had been saved by direct import restriction, "which nobody likes".

"So far as our own industries are concerned, the improvement has been achieved without any real dislocation," the Deputy Minister explained. "In point of fact, the general level of economic activity in this country has continued to improve. Both exports and imports in 1949 will be greater in dollar value than the comparable figures for 1947. Expanded markets and expanded earnings have been achieved both at home and abroad during this period. The net result of all the adjustments is that the problem of our external balances is being put into more manageable proportions."

Mr. Mackenzie pointed out that it was desirable for the United Kingdom to earn sufficient dollars, in order that she could continue as a large-scale customer for Canadian goods. In the absence of other forms of dollar receipts, it was only through increased exports to the dollar area that Britain could continue to buy Canadian commodities. The excess of Canadian exports to the United Kingdom in 1947 over imports therefrom amounted to $564 million. It was probable that the trading deficit this year would be reduced to between $350 million and $375 million. The reduction in the gap with the rest of the sterling area was even more notable, a deficit of some $200 million in 1947 being shortened to something like $110 million for 1949. For the sterling area as a whole, the deficit would likely be cut by over 40 per cent.

Unfavourable Balance with United States Reduced

A corresponding improvement had been effected in Canada's commodity trade with the United States, an unfavourable balance of $918 million in 1947 having been reduced to a level that would likely be in the vicinity of $500 million this year, although the excess of imports from the United States over exports thereto would be larger than in 1948, and quite big enough to cause concern. In round figures, however, the 1947 gap will have been cut almost in half.

Canada could be described as an export country, the largest industries having been developed to sell products derived from natural resources, together with raw materials, on world markets. "It is quite natural, therefore, that our whole position should be vulnerable to any major crisis in the field of international trade," the Deputy Minister continued. "At the same time, it should be remembered that our present problems do not

arise within our own country. They are, in fact, almost entirely the problems of some of our larger customers, and particularly of the United Kingdom. There is no inherent disequilibrium in the Canadian economy. There is nothing wrong with our products or the world need for them. A very large percentage of our exports are clearly essential requirements of other countries. The problem is really one of the ability of some of our traditional customers to pay for what they want and need to buy.

"In the aggregate, our exports and imports are in sufficiently close balance over the years, so that to the world as a whole we offer an import market quite large enough to finance the volume of exports that we want to make. In each of the years since the war, Canada has earned a surplus on current account in the balance of payments with the rest of the world. Prior to the war, this would have meant that we would have had no external trade or financial problems. In the present world, however, in which sterling and many other currencies cannot normally be converted into United States dollars, bilateral balances of trade and payments have become important. Because of the importance of these bilateral balances, which are in a sense the measure of our problems, I have stressed the reductions achieved in the past two or three years.

Redirection of Canadian Imports Sought

"Our imports from the United Kingdom, one of the most important elements in this picture, have increased from $140 million in 1946 to $300 million in 1948, and will probably reach $330 million in 1949. There is room for a further increase, particularly in the machinery and heavy equipment field. Imports of colonial raw materials and foodstuffs are also increasing. Our imports from the sterling area as a whole have increased from $346 million in 1947, and are expected to have a value of $530 million in 1949.

"We are seeking a redirection of our imports, a replacement of sterling area goods and, of course, those of other similarly placed countries, for some of the swollen imports now being obtained from the United States and other dollar sources. Examination of the types of goods that would be involved in this diversion leads to the conclusion that the desired goal can be achieved.

"Fear is being expressed that, as a result of devaluation of the pound sterling, our imports from the United Kingdom will be carried too far, and that Canada will be flooded with cheap goods which will not only displace imports from the United States, but also will displace Canadian production. There is much confusion at present, for one cannot expect anything else after the widespread devaluations that have been made in practically every important currency throughout the world, with the exception of the United States dollar. But, while devaluation of the European currencies provides a margin by which European goods can become competitive in dollar areas, and provides an incentive to European exporters that was lacking before, it is unlikely that there will be a flood of unwelcome European goods into Canada. Prices of many European commodities were out of line in Canada by a wide margin, prior to devaluation, and in some cases by even more than the amount of sterling devaluation in terms of the Canadian dollar. Furthermore, there are still strong demands for British and other European goods in many other countries."

British Banking and Managerial Ability Stressed

Great Britain has earned its livelihood in large measure as a banker, and managerial ability is one of the real resources of that country, Mr. Mackenzie pointed out. The British people have always been great traders

and great promoters in the best sense of those words. Their ability to continue as such depended to a large extent on confidence, which was not unrelated to resources and, more particularly, to their monetary reserves. It was not surprising, therefore, to note the emphasis that was placed on the present level of those reserves, which were regarded by the British as quite inadequate. They were preoccupied with the necessity for rebuilding those reserves, and Canada would have to accept the fact that the United Kingdom would not purchase from this country anything that it could do without for the next few years.

This fact did not mean that Canada's export trade with Great Britain had gone or was going. It was fortunate that a goodly percentage of Canadian exports to the sterling area, and to the world, were items of high essentiality, and of which adequate supplies were not readily available elsewhere. There were commodities for which the market had already disappeared, and others that were vulnerable. Moreover, the effects of a reduction in Canada's trade with Great Britain and other countries in the sterling area would be felt unevenly throughout this land.

Discussing Canada's adverse balance of payments with the United States, the Deputy Minister said one could not help but be impressed with the possibilities for improvement that lay ahead. The extensive capital investment that had been made in this country in recent years, covering the development of more natural resources and, secondly, the further processing of those resources in Canada, gave promise of a further reduction in the dependence of Canada on the United States as a source of supply. A large proportion of Canada's purchases from the United States consisted of coal, petroleum and steel, required to run the industries of this country and to heat the homes of Canadians. The magnitude of future developments in the production of iron ore and petroleum bore eloquent testimony to the rectification now being made and anticipated in the external accounts of Canada.

In emphasizing the improvement in Canada's balance of trade with Great Britain and the United States, Mr. Mackenzie explained in conclusion that the establishment of actual balances with each country was not the desirable objective. "We still look forward to the day when currencies will once again become convertible, and we will not need to be so preoccupied with the financing of bilateral balances. This is not the first time that the multilateral system of payments has broken down, and there can be no doubt but that we would face our problems of the future with more confidence if our trade was in better balance with our principal customers. Problems of the next few years will undoubtedly place demands upon us that will require initiative and versatility. These problems are not insurmountable, however, and the flexibility of the Canadian economy is undoubtedly equal to the new situations that are bound to develop."

Martinique External Trade Position Improved

Port-of-Spain.—(FTS)—Although the general price level in Martinique has increased 25 to 30 per cent over that of a year ago, a marked improvement occurred in the external trade position of Martinique during the first half of 1949. The removal of goods from the import list has resulted in increased supplies becoming available. These include cement, hardware, fats, chocolate, food pastes and clothing. Still on a quota basis are sweetened condensed milk, unsweetened evaporated milk, cheese, butter and dry salted cod fish.

Building Materials and Supplies Needed For Headquarters of United Nations

Firms in member countries invited to submit quotations for equipment they are able to provide—Furnishings required for offices, restaurants and conference rooms, covering area of some twenty acres—Materials may enter United States duty free.

By H. E. Campbell, Assistant Canadian Government Trade Commissioner

NEW YORK, November 9, 1949.—Canadian producers of building and office equipment may be enabled to furnish materials required for the construction of the permanent headquarters, in New York, of the United Nations, and to provide some of the internal fittings. It is the intention of the United Nations Secretariat to procure materials for this $65,000,000 project from as many member nations as is practicable. All materials for this structure may enter the United States free of duty, thereby enabling Canadian manufacturers to provide quotations on a competitive basis.

Although specifications for most of the materials required will not be ready until January or February, 1950, bids are now being accepted for a limited number of items. Mr. F. A. Mapes, Director, Purchase and Supply Division of the United Nations, Lake Success, New York, has already been furnished with the names of Canadian firms in a position to supply certain equipment. Any firm interested in the supply of equipment for use in this building should communicate with Mr. Mapes, indicating the items they are in a position to provide.

The office of the director is particularly interested in the following equipment: Radio equipment, television equipment, recording equipment, broadcasting equipment, microfilm, office equipment, office furniture, clinical supplies and equipment, steel shelving, rugs and carpets, photographic supplies, duplicating supplies, electrical supplies, hardware, plumbing fixtures, office machines, cleaning supplies, shipping room supplies, stationery and office supplies, kitchen and cafeteria equipment, kitchen and cafeteria supplies, and sporting goods.

Steel Framework of Building Completed

Most of the immediate requirements are for the Secretariat Building, the steel framework of which has been erected. The black glass walls and aluminum frames for windows on the east and west sides of the building are being installed, and the marble walls of the north and south ends erected. It is expected that furnishing operations will commence next spring.

Plans of the building provide for the equipment and decoration of over 889,000 square feet, or 20 acres, of office space, restaurants, conference rooms and corridors. Some 2,700 individually controlled air-conditioning units will be installed, together with radiant heating equipment, electric conveyors and pneumatic tubes, to speed the transfer of official documents from a central distribution point, twenty-one high-speed elevators, eight bronze escalators and miles of pipe.

Glenn Bennett, Executive Officer, Headquarters Planning Office of the United Nations, 405 East 42nd Street, New York City, is responsible for the purchase of construction materials, while Mr. Mapes is responsible for office equipment and supplies.

48195—2½

Multilateral Tariff Negotiations Are Scheduled for Next September

Canadian business firms and organizations invited to submit briefs, supporting requests for tariff or other concessions—Invitations extended to countries other than those participating in General Agreement on Tariffs and Trade.

MULTILATERAL tariff negotiations, the general purpose of which is to lower trade barriers and to stimulate world trade, will begin on September 28, 1950. The locale for these negotiations, in which Canada will participate, and being held under the General Agreement on Tariffs and Trade, has not been decided. They will follow the pattern set during the trade conferences at Geneva, in 1947, and at Annecy, this year.

The forthcoming conference will provide an opportunity for further tariff negotiations with the United States and other countries participating in the trade talks at Geneva and Annecy. In addition, negotiations will be conducted with a number of other countries, including Western Germany, Peru and Turkey, which have expressed a desire to participate.

Canadian business firms and organizations interested in trading with the participating countries are invited to submit written representations. Those dealing with foreign tariffs should be directed to the Commercial Relations and Foreign Tariffs Division, Department of Trade and Commerce, while those dealing with the Canadian tariff should be directed to the International Economic Relations Division, Department of Finance.

As requests for tariff and other concessions must be exchanged between the countries concerned by January 15, 1950, representations should be submitted to the departments concerned not later than January 1, 1950. Supplementary information may be submitted at a later date, if necessary. The preparatory work will be facilitated if briefs are submitted in six copies. The following factors should be taken into consideration in the preparation of briefs:

(*a*) The general purpose of the proposed negotiations is the reduction of trade barriers and the expansion of world trade. Particular attention should be devoted, accordingly, to the possibilities of enlarging the access of Canadian industry to external markets.

(*b*) The negotiations will be conducted in accordance with provisions of the General Agreement on Tariffs and Trade and the Havana Trade Charter.

(*c*) Briefs should contain a concise statement of concessions which Canada should seek from the participating countries, including a clear description of the products involved.

(*d*) Briefs should indicate the items on which tariff concessions by Canada might be desirable or undesirable.

Concessions Extended Equally to All Countries

Negotiations will be carried on between pairs of countries on a product-by-product basis. Each country may request tariff concessions from each other country on those products of which it is or may become the principal supplier to that country. All concessions granted will be extended equally to all the countries which sign the agreement.

In addition to customs tariffs and other charges on imports and exports, the negotiations may include the following: Mixing regulations, tariff quotas, and protection afforded through the operation of import and export monopolies. Accordingly, requests may be submitted for concessions in respect of these matters in the same way as requests for tariff concessions.

Negotiations by the United States will be governed by their Reciprocal Trade Agreements Act, under which the President of the United States is empowered to reduce tariffs on dutiable imports by not more than 50 per cent of the rates in force on January 1, 1945. Accordingly, any items that have been reduced to that extent as a result of negotiations at Geneva or Annecy cannot be further reduced at this time.

Canada will have an opportunity to negotiate with the following countries, which are presently parties to the General Agreement or which are expected to adhere as a result of the negotiations at Annecy: Australia, Benelux (Belgium, the Netherlands and Luxembourg), Brazil, Burma, Ceylon, Chile, China, Cuba, Czechoslovakia, Denmark, the Dominican Republic, Finland, France, Greece, Haiti, India, Italy, Liberia, New Zealand, Nicaragua, Norway, Pakistan, Southern Rhodesia, Sweden, the Syria-Lebanon Union, the Union of South Africa, the United Kingdom, the United States and Uruguay.

Invitations have been extended to the countries listed below, which are not now parties to the General Agreement, but which may wish to participate in the negotiations with a view to becoming members. Canada has indicated its willingness to negotiate with any of these countries accepting the invitation:

Latin-America	Europe	Middle and Far East
Argentina	Austria	Afghanistan
Bolivia	Iceland	Egypt
Costa Rica	Ireland	Hashemite Kingdom of the Jordan
Ecuador	Poland	Iraq
El Salvador	Portugal	Israel
Guatemala	Switzerland	Nepal
Mexico	Western Germany	Persia
Panama		Philippines
Paraguay		Republic of Korea
Peru		Turkey
Venezuela		

The final list of actual participants will not be known for some time. The following have indicated interest in taking part: Austria, Guatemala, Peru, the Philippines and Turkey, while Iceland and Nepal have declined the present invitation.

Canadian Ports Had Record Season

Canadian ports had one of their busiest seasons last year. The number of vessels arriving and departing exceeded all years since 1940. The aggregate tonnage of cargoes loaded and unloaded was substantially above the high levels of recent preceding years.

The number of arrivals during the year was 106,279 as compared with 101,307 in the preceding year, and 124,453 in 1940, while the departures numbered 106,511 as against 101,454 in 1947, and 125,478 in 1940.

The tonnage of cargoes loaded at Canadian ports during 1948 amounted to 20,029,190 as compared with 21,246,012 in 1947 and 18,650,823 in 1946, while the cargoes unloaded totalled 36,683,280 tons compared with 32,740,358 in 1947 and 26,306,419 in 1946.—(*Dominion Bureau of Statistics, November 5, 1949*)

South Africa Evolves Dual Permit System for Imports Next Year

"Universal Permits" will be issued for importation of raw materials from any country, including Canada, and "Restricted Permits" will be valid for countries other than those in hard-currency areas—Canada derives slight advantage from difference in rates of exchange.

By S. V. Allen, Commercial Secretary for Canada

JOHANNESBURG, October 31, 1949.—Exchange licences for the January-June, 1950, import period will be issued shortly for raw materials obtainable from both soft- and hard-currency areas. The new permits will be classified either as "Universal Permits", which will be valid for raw materials from any country, subject to certain administrative formalities, or as "Restricted Permits", which will be valid for importations from countries other than those in the hard-currency areas. Raw materials from Canada will be covered by "Universal Permits", which will be issued initially to manufacturers on the basis of 50 per cent of the value of non-sterling exchange authorized during the present, or July-December, exchange period. As this figure applies to the value of these permits in South African currency at the pre-devaluation rates of exchange, the effective rate will be less than 50 per cent. "Restricted Permits" will be issued for 100 per cent of the value of sterling permits issued for the same period. After applications for such exchange quotas have been reviewed, and screened on a selective basis, with due regard to the essentiality of the industry, stock and order position, sources of raw materials, etc., certain industries may qualify for a second round of permits for raw materials.

The Minister of Economic Affairs outlined the policy that will govern the granting of exchange permits covering the importation of raw materials during the first half of next year, in opening the annual convention of the South African Federation of Industries, held in Johannesburg late last month. His statement indicated for the first time the future import policy of this country, in the light of devaluation and other new factors involving international trade.

Following devaluation in September, hard-currency areas were defined as: United States and all territories falling under the sovereignty of that country, Canada, Belgium, Luxembourg, the Belgian Congo, Ruanda-Urindi, Switzerland, the Republic of Liechtenstein, the Philippine Islands, Bolivia, Colombia, Costa Rica, Cuba, the Dominican Republic, Ecuador, Guatemala, Haiti, Honduras, Mexico, Nicaragua, Panama, El Salvador and Venezuela. This list of areas, from which imports will be subject to "Universal Permit" quotas, is likely to be changed from time to time, as circumstances dictate.

Canada Derives Benefit from Permit System

The basis of initial exchange allocations for raw materials from hard-currency areas is slightly in favour of Canada, because of the difference in rates of exchange resulting from devaluation. For example, manufacturers who imported in 1948 raw materials from either Canada or the United States to the value of $100,000 and who, as a result, received a dollar allocation for the period July-December, 1949, of about $16,666 (not including any excess permitted after devaluation to permit fulfil-

South Africa—Iscor steel works in Pretoria.
Photo by South African Railways.

ment of contracts), will be able to purchase approved raw materials from the United States during January-June, 1950, to the value of about U.S.$5,810, and from Canada to the extent of about Can.$6,390. The drop in effective annual quota rates, in terms of 1948, from 33⅓ per cent during the last half of 1949, to 12·8 per cent, in the case of Canada, for the first half of 1950, represents a serious decline in overseas spending power. Possible supplementary exchange allocations for the next exchange period, however, may increase this figure for individual firms or industries, and Canadian suppliers would benefit to the extent that specific raw materials are not obtainable locally or from sterling sources.

The September announcement by the Minister of Economic Affairs indicated that no relaxation, as far as hard-currency areas were concerned, would be possible, as exports, including gold, will not earn more hard currency because of the unaltered price of gold in hard-currency areas, especially the United States. As the South African pound and sterling are at parity, however, gold sales abroad will earn more soft currency, a situation which partially explains the higher quota being granted initially for raw materials from the soft-currency, mainly sterling, areas. Until 1950, however, gold production is earmarked for hard-currency use, thus making it impossible for the Union to earn additional sterling for the balance of this year.

Overall Exchange Situation Will Improve

In opening the Annual Congress of the Association of Chambers of Commerce of South Africa in Pietermaritzburg, on October 17, the Minister of Economic Affairs stated that his department would receive a 30 per cent higher overall allocation of exchange from the Treasury to re-allocate for imports during the first half of 1950. It is intended that part of this

increase will be used for essential consumer goods, thus giving the distributive trades an opportunity of resuming certain purchases overseas, but probably only to a limited scale in soft-currency areas. The amount of exchange available for specific purposes in 1950 has not yet been computed but, as government stores, railway requirements, gasoline and oil, raw materials and capital equipment will receive priority, it may be assumed that permits will not be granted for consumer items which can be supplied by South African manufacturers in adequate quantities, and that non-essential goods will still be barred. No definition of essentiality has yet been issued.

Unless the exchange quotas to be made available for consumer goods is larger than can be expected in the light of recent official announcements, the present prohibited list, which affects Canadian exporters appreciably, will be maintained. Many items on the list are those for which South African capacity, in terms of consumption, is adequate, while others fall into the category of less essential products, for which import licences under existing circumstances would not be granted. If any relief can be granted to importers of such items, preference will doubtless be given in 1950 to the sterling and other soft-currency areas. Meanwhile the outlook for resumed trade in most Canadian food products, certain electrical appliances, women's clothing, shoes and other items is distinctly bleak.

Limited Export Incentive Scheme in Operation

Manufacturers in this country who require foreign exchange for materials to be used for the production of export goods are to be given limited assistance under a temporary export bonus scheme. The scheme so far applies only to manufacturers, producing for export, who exceeded the level of their 1948 exports on a pro rata basis during the January-September, 1949, period. Reimbursement for raw materials of hard-currency origin used in the manufacture of goods exported to soft-currency countries will not be made when the raw material content exceeds 25 per cent. Royalties and profits payable in hard currency will also affect the reimbursement to individual firms. South African trade in manufactured goods is mainly with other African territories whose imports of clothing, shoes, processed foods and some engineering supplies have increased appreciably in recent years. The maintenance of such trade and employment by the provision of adequate exchange for raw materials is therefore a matter of some importance to the Union.

Serious Labour Shortage in North Borneo

Singapore, August 4, 1949.—(FTS)—The report of a commission which has recently been investigating economic conditions in North Borneo, particularly the position of the colony's rubber industry, suggests the need for a number of changes in government and business policies, unless efforts already made to assist rehabilitation and development are to be wasted. One of the colony's most serious weaknesses is an acute shortage of labour. It is estimated that the rubber industry alone requires 7,000 additional hands for production work, quite apart from many more needed for upkeep, replanting and allied operations. The same labour shortage affects a number of the colony's other undertakings, and it is apparent that steps are required to induce immigration from abroad or to provide such improved terms of employment as will attract more native labour. The rubber industry also suffers from lack of organization and cohesion, which may have serious results if present trends in world markets continue.

Canada Provides Principal Market For Pineapple Products of Australia

Great Britain surrenders priority, in order that dollar earnings of sterling area may be increased—Output of canneries last year totalled 425,330 cases, far exceeding prewar figure.

By M. R. M. Dale, Assistant Commercial Secretary for Canada

SYDNEY, N.S.W., October 5, 1949.—Pineapples are rapidly becoming an important revenue producer, and a source from which Australia is enabled to derive dollars. Every effort is being made in Queensland to increase production and to encourage exports. The output of canneries during the past year was 67,000 cases in excess of prewar figures, and totalled 425,330 cases.

Great Britain has purchased most of the canned pineapple and pineapple juice made available by Queensland for export since the war. When it became apparent, in 1948, that the prewar trade with Canada could be re-established, canneries found themselves unable to supply both markets adequately. Following discussions between Australian and British authorities, the British Minister of Food approved the decision that priority should be given to Canadian requirements, in order to increase dollar earnings.

Accordingly, Canada was enabled to purchase by far the largest proportion of the exportable surplus in 1948, shipments amounting to 300,913 cases, valued at the equivalent of $1,643,000. Great Britain obtained 18,950 cases, New Zealand secured 18,721 cases, and the balance, amounting to 49,345 cases, was exported to other countries in smaller quantities. Domestic consumption was only 37,401 cases. It would appear that exports during the current year will be even larger than in 1948.

(Editor's Note—The largest consignment of canned pineapple ever landed in Canada, amounting to 80,000 cases, arrived in Montreal on October 31, 1949, aboard the S.S. *Pioneer Star*, of the United States Lines. Four gangs of longshoremen were employed in loading this ship, to ensure her arrival in Montreal before the closing of navigation on the St. Lawrence. It was estimated that the shipment would comprise nearly two million cans of pineapple juice and slices, and that it would earn upwards of £100,000 for Queensland. The *Pioneer Star* also unloaded 1,300 bales of wool and other general cargo in Montreal.)

Ship Construction in Britain Still on High Level

London, October 26, 1949.—(FTS)—Ships under construction in Great Britain at the end of September represented 2,095,217 gross tons, an increase of 52,209 tons over the figures at the end of June. The total is lower than in June, 1948, when the tonnage was 2,243,703, the highest figure since 1921.

According to Lloyd's Register of Shipping, ships under construction in other countries at the end of September represented 2,512,522 gross tons, which is 109,460 tons more than at the end of June. Figures for Germany and Russia are not included in the total. The leading countries in which ships were building are: United States, 625,281 tons; France, 408,746 tons; Netherlands, 311,759 tons; Sweden, 254,705 tons; Italy, 206,900 tons; Japan, 137,760 tons; Denmark, 130,390 tons; and Spain, 114,828 tons.

48195—3

Switzerland Maintains Value of Currency in Relation to Dollar

Manufacturers continue purchasing raw materials at world prices, despite wage competition in countries that have devalued—Swiss imports have declined substantially in value during first nine months of 1949, but value of exports has increased slightly.

By Yves Lamontagne, Commercial Counsellor for Canada

(One Swiss franc equals 25.36 cents Canadian)

BERNE, October 26, 1949.—Switzerland has not devalued its currency, and is making every effort to eliminate any fluctuation in the exchange value of the franc in relation to the United States dollar. The effect of devaluation in Great Britain and other countries on the domestic market and on prices in the various export markets is receiving careful consideration, in order that corrective measures may be taken when necessary. In this connection, the Swiss tourist industry is likely to be adversely affected. While Swiss manufacturers will continue to purchase raw materials at world prices, they will be subject to severe competition in respect to wages, because of the decline in the gold equivalent of wages paid in countries that have devalued their currencies.

The contraction in Switzerland's foreign trade affects imports from countries overseas to a higher degree than imports from other European countries. If the recent currency devaluations were to result in higher purchases from countries that have devalued their currencies, this tendency would be strengthened, for about 26 per cent of Switzerland's overseas imports originates in countries that have devalued up to the end of last September, whereas 70 per cent of her imports are from European countries.

Swiss imports have declined substantially in value during the first nine months of this year, as compared with the corresponding period in 1948, whereas the value of Swiss exports has risen slightly. A trading equilibrium was reached during the last few months, as indicated in the following table:

Trading Position of Switzerland

(In million francs)

	Imports	Exports	Balance
January-September, 1948	3,860.0	2,414.8	—1,445.2
January-September, 1949	2,807.8	2,495.4	— 312.4
January-September, 1938	1,178.7	932.2	— 246.5
July, 1949	278.5	290.1	+ 11.6
August, 1949	278.3	257.6	— 20.7
September, 1949	286.0	311.0	+ 25.0
September, 1948	323.8	289.6	— 34.2

Downward Trend of Imports Reversed

The downward trend in imports, which became apparent after April, 1948, was reversed in September, 1949. Exports, which fell abruptly in January, 1949, have since risen slightly.

The excess of imports over exports, which amounted to 1,445 million francs for the first nine months of 1948, has been reduced to 312 millions for the same period of this year. This compares with an unfavourable balance of trade of 246 million francs for the first nine months of 1938.

Switzerland—Sicard snow blower, built in Montreal clears airport in Switzerland.

Whereas prices of imported goods show a marked falling off since the second quarter of 1948, the price index for exports has remained at about the same average level. The price index for imported foodstuffs during the third quarter of 1949 was 267 (1938=100); for raw materials, 221; and for manufactures, 200. As regards exports, for which the average price index was 251 for the third quarter of this year, the index for foodstuffs was 248; for raw materials, 193; and for manufactures, 259.

Manufactures Account for 92·4 Per Cent of Exports

Manufactured goods represented about 92·4 per cent of the total value of Switzerland's exports during the first nine months of 1949. This compares with 92·1 per cent for 1948 and 87·5 per cent for 1938.

The export figures for the first nine months of 1949, as compared with the corresponding period in 1948, show a reduction in quantity only in respect of manufactures and foodstuffs (which include feedstuffs and beverages), whereas there has been a decrease both in volume and value as regards raw materials. Exports of foodstuffs this year have been cut in half, mainly as a result of a complete stoppage of exports of potatoes, the local crop having suffered severely from lack of rain.

Exports from Switzerland, by Main Groups

	Foodstuffs		Raw materials		Manufactures	
	1,000 M. tons	Million francs	1,000 M. tons	Million francs	1,000 M. tons	Million francs
January-September						
1938	43.7	56.1	247.4	61.2	156.4	814.9
1948	102.1	107.1	179.3	84.2	182.5	2,223.5
1949	49.2	109.3	151.0	81.3	171.0	2,304.8

For January-September, 1949, there was an increase in exports in the textile field generally, except as regards silk and rayon ribbons, and clothing. There was a decrease in shipments of straw braids for hats, due mainly to a 25 per cent reduction in sales to the United States, which is the principal market. Exports of footwear were slightly less

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in value than for the corresponding period of 1948, although the number of pairs increased from 383,400 to 468,500, the latter figure being less than half the 1938 exports (1,357,000 pairs).

In the metallurgical group, there was a considerable increase in exports of machinery, instruments and apparatus, while shipments of watches and aluminium goods decreased. As regards the chemical industry, exports of aniline dyes and indigo decreased by nearly 15 per cent, and those of chemicals for industrial use by 12 per cent. However, shipments of pharmaceutical products and perfumery increased.

Exports of cheese were almost double in value those of the first nine months of 1948, but they are still only about half the prewar figure. Shipments of chocolate increased by nearly 30 per cent, and those of condensed milk were smaller.

Exports of the Principal Industries

(Million francs)

	July, 1949	August, 1949	September, 1949	Jan.-Sept., 1949	Jan.-Sept., 1948
Cotton yarns	6.7	3.3	4.3	35.0	19.6
Cotton fabrics	6.6	5.4	7.7	62.9	57.0
Embroideries	4.6	4.2	4.9	47.9	42.8
Rayon yarns and staple	5.3	4.2	4.1	44.1	24.9
Silk and rayon fabrics	5.9	4.5	5.9	65.0	55.6
Silk and rayon ribbons	1.5	1.2	1.5	12.7	14.3
Woollen yarns, combed	0.3	0.4	0.5	2.1	1.4
Woollen fabrics	1.1	0.9	0.9	8.9	3.0
Hosiery and knitted goods	3.0	1.8	2.4	22.0	12.5
Clothing and made-up goods	1.6	1.5	2.4	19.0	20.5
Straw braid for hats	0.6	0.7	3.0	16.8	21.5
Boots and shoes	1.3	1.5	1.6	15.4	16.0
Aluminium products	4.7	4.5	4.6	43.1	47.8
Machinery	65.8	64.7	72.6	558.9	488.4
Watches	64.7	38.8	66.3	499.4	518.9
Instruments and apparatus	17.8	17.7	19.5	162.8	144.9
Pharmaceutical products	14.7	17.9	16.5	142.4	129.9
Perfumery	2.1	2.4	2.2	18.9	16.4
Chemicals for industrial use	4.9	6.3	6.0	51.5	58.6
Aniline dyes and indigo	20.3	17.1	19.0	156.8	183.1
Cheese	5.2	5.8	11.2	50.8	26.0
Condensed milk	0.2	0.2	0.1	3.9	4.3
Chocolate	0.6	0.6	1.2	5.8	4.3

Volume and Value of Imports Reduced

As compared with the corresponding period of 1948, this year's imports, up to September, show a 22 per cent reduction in volume and a 27 per cent decrease in value.

Whereas manufactures account for a high percentage of Swiss exports, imports, on the other hand, are almost equally divided in value among three main groups: foodstuffs, raw materials, and manufactures. The general pattern remains very similar to that of 1938, as the following table shows:

Imports into Switzerland, by Main Groups

	Foodstuffs		Raw materials		Manufactures	
	1,000 M. tons	Million francs	1,000 M. tons	Million francs	1,000 M. tons	Million francs
January-September						
1938	1,175.3	333.8	4,221.2	421.3	219.1	423.6
1948	1,216.4	1,196.8	4,870.5	1,318.3	478.9	1,344.9
1949	1,058.2	855.0	3,795.1	971.8	288.6	981.0

In the foodstuffs group the reductions are 13 per cent in volume and nearly 29 per cent in value, the most important decreases being in cereals for bread-making (125·8 million francs) and sugar (29·4 million francs). Imports of feedstuffs were also considerably lower. Supplies of edible oils and frozen meat also fell off sharply. Imports of butter increased, allowing more milk to be used in the manufacture of cheese and chocolate.

Reduced purchases of coal account for a large part of the reduction in imports of raw materials, as regards both volume and value. As compared with the prewar period, there has apparently been a shift to greater use of liquid fuels. Thus imports of oils for heating were three times the 1938 figure, while arrivals of coal were 40 per cent lower. Imports of gasoline have continued high. In general, however, imports of raw materials for industry are sharply down. This is particularly so as regards iron and steel, the non-ferrous metals, lumber, raw wool, cellulose for the manufacture of artificial silk, and fibrous materials for making paper.

Imports of manufactured goods, such as machinery, instruments and apparatus and automobiles, were lower by 15 to 20 per cent in value, although the present figures are still higher than the 1938 level, as regards both volume and value. In the textile field there were considerable decreases in imports of cotton yarn and fabrics, combed wool yarns and woollen cloth. Imports of rubber goods and leather footwear were also considerably below those of the corresponding period in 1948.

Principal Imports into Switzerland

	January-September		January-September	
	1948	1949	1948	1949
	Metric tons		Thousand francs	
Cotton, raw	17,342	17,224	61,129	69,118
Wool, raw	7,791	5,723	47,060	43,387
Wool, combed	2,073	1,526	24,241	19,534
Iron and steel, raw	120,812	50,214	42,255	19,555
Iron, for building	179,442	86,916	111,669	57,471
Copper, raw	25,366	13,635	55,012	31,143
Lead, raw	10,608	13,830	16,422	26,175
Zinc, raw	12,067	6,098	14,498	9,791
Aluminium, raw	4,591	6,505	7,049	10,287
Sole and upper leather	937	536	19,310	7,056
Lumber, sawn	351,734	182,912	51,841	29,373
Fibres for paper	38,494	9,547	31,229	6,676
Oilseeds	42,810	52,028	56,641	57,745
Chemicals, raw	80,193	46,762	23,722	14,459
Coal	2,047,915	1,538,298	229,719	153,563
Fuel and gas oil	286,387	394,207	48,053	66,627
Gasoline	174,214	201,639	40,287	47,608
Lubricating oil	22,297	16,498	15,234	10,255
Woollen cloth	1,006	750	33,390	23,884
Rubber products	8,158	4,517	50,860	27,876
Machinery	39,697	24,279	191,728	151,427
Automobiles	21,650	20,903	146,393	129,003
Wheat	321,321	315,717	265,146	150,448
Oats	88,597	81,521	51,498	32,063
Barley, feed	94,664	86,323	56,049	30,285
Eggs	7,119	7,170	27,256	22,333

On the import side, as compared with the first nine months of 1948, there was a decline in purchases from Argentina of 280 million francs. Imports from the United States and Great Britain fell off by 141 million and 84 million francs respectively. Purchases from countries in Eastern Europe also decreased, with the exception of those from Hungary and Bulgaria. Increases were recorded for imports from Canada of 22 million francs, and from Germany of 21 million francs.

Shipments to Germany Increased

On the export side, an increase of 138 million francs in shipments to Germany almost balances reductions in shipments to France and Czechoslovakia of 96 million and 46 million francs respectively. There were increases in exports to Italy, Belgium, Poland, Great Britain, Canada, India and Brazil. Exports to the United States declined by 19 million francs and, while imports therefrom dropped by 19 per cent, Switzerland's purchases from the United States were still twice as great as its exports to that country.

Switzerland's Trade, by Countries

	January-September					
	Imports		Exports		Balance	
	1948	1949	1948	1949	1948	1949
	Million francs					
Austria	81.5	44.0	53.2	47.4	− 28.3	+ 3.4
Belgium-Luxembourg	311.6	176.4	236.5	246.2	− 75.1	+ 69.8
Czechoslovakia	116.2	69.6	101.6	55.8	− 14.6	− 13.8
Denmark	69.9	45.5	51.2	48.9	− 18.7	+ 3.4
France	286.6	256.1	257.6	161.3	− 29.0	− 94.8
Germany	222.5	243.2	41.9	180.3	−180.6	− 62.9
Great Britain	284.9	201.3	99.1	113.1	−185.8	− 88.2
Holland	107.0	91.7	135.1	128.1	+ 28.1	+ 36.4
Hungary	14.1	37.6	23.3	37.2	+ 9.2	− 0.4
Italy	230.8	182.7	157.8	179.0	− 73.0	− 3.7
Poland	49.1	22.8	24.0	36.8	− 25.1	+ 14.0
Spain	48.8	52.2	42.4	42.7	− 6.4	− 9.5
Sweden	108.4	49.4	51.8	58.6	− 56.6	+ 9.2
Iran	48.8	49.5	10.1	11.1	− 38.7	− 38.4
India	35.6	24.4	43.7	66.0	+ 8.1	+ 41.6
China	33.6	12.7	37.5	39.4	+ 3.9	+ 26.7
CANADA	70.7	92.9	24.0	30.1	− 46.7	− 62.8
United States	747.2	606.4	316.0	297.4	−431.2	−309.0
Brazil	72.9	33.8	103.5	111.1	+ 30.6	+ 77.3
Argentina	349.7	69.8	90.3	57.4	−259.4	− 12.4

The current trade policy of Switzerland is to reduce, where possible, imports from countries with which its balance of trade is adverse or that restrict imports from Switzerland.

Canadian Wheat Crop Below Previous Estimates

Canada's total wheat crop this year is now placed at 367,400,000 bushels in the November estimate of the production of Canada's 1949 grain, forage and root crops. This is some 26,000,000 bushels below the 1948 crop of 393,300,000 bushels and 4,200,000 bushels under the September estimate.—(*Dominion Bureau of Statistics, November 17, 1949*)

Norway to Produce Urea from Cheap By-products

Oslo.—(FTS)—Norsk Hydro Elektrisk Kvaelstofaktieselskab, Norway's largest industrial organization and leading producer of nitrogen products, has announced a further extension to their operations: the synthetic production of urea.

The urea will be produced by high-pressure synthesis of ammonia and carbon dioxide, with an expected 40 per cent conversion. The finished pure white product is used principally as a raw material for the plastic industry to make urea—formaldehyde condensation products. Urea, due to its nitrogen content, is also a valuable fertilizer and may also be used as a protein-substitute cattle food.

The ammonia required for the high-pressure synthetic process is to come from their new Glomfjord ammonia plant and is to be transported by boat to the factory at Herøya. Concentrated carbon dioxide will be available there as a cheap by-product from other units of the company's operations, while the necessary power will be supplied from the new Maar power station. Construction of the plant, with a 10,000-ton annual capacity, is expected to commence this summer.

As the domestic consumption of urea is considerably less than this amount, there will be a large percentage available for export to other European countries. The expansion in this field is in keeping with the Norwegian long-term program submitted to O.E.E.C. Altogether, the various expansions planned in the electro-chemical and chemical industries scheduled to take place in the period to 1952-53 will result in an increase in the production value of 150 to 200 million kroner per year.

Iran Market Warrants Closer Study by Canadian Exporters

Country is assured steady future supply of foreign exchange —Imports subject to quota and licence—Considerable demand for many commodities—Seven-year plan of development under consideration.

By R. T. Young, Area Officer, Trade Commissioner Service

(Editor's Note—This report is based on information and reports received from the Canadian Government Trade Commissioner at Karachi, Pakistan, who recently visited Teheran.)

IRAN and its government have been greatly strengthened since 1946, at which time foreign pressure on the rich province of Azerbaijan, revolt of the southern tribes and prevailing labour unrest were causing uncertainty with regard to the future of the country. The necessity for alleviating poverty, in order to assure the survival of Iran as a sovereign state, is realized by leaders concerned with its welfare. To attain this end, a program of development has been instituted. Included are schemes for the conservation, distribution and utilization of water so necessary to the agriculturist, raising of the standard of public health and education, improvement of transport and communications, and the installation of power projects.

Before the war, Iran, like many other countries of the Near and Middle East, was within the circle of German economic influence and expansion. In 1940-41, Germany supplied approximately 43 per cent of her imports and took some 48 per cent of her exports, while the United Kingdom supplied only $7\frac{3}{4}$ per cent, and took but $2\frac{1}{4}$ per cent. Canada was a negligible quantity in the picture.

The war compelled Iran to look for other sources of supply and other outlets for her exports. Therefore, the direction of Iran's trade during the war years and those immediately following offer no reliable indication as to future trends.

Large Reserves of Foreign Currency Accumulated

The Iran market should receive more attention from Canadian exporters than in the past. During the war large reserves of foreign currency were accumulated. In addition, the Anglo-Iranian Oil Company makes heavy and constant sales of sterling, plus the royalties paid the Iranian Government, of approximately £20,000,000 per annum, so that Iran is assured a steady future supply of foreign exchange.

In 1947, by an arrangement between the Bank of England and the Iranian National Bank, it was agreed that the former will approve applications for the transfer of sterling from Iranian transferable accounts to American accounts in respect of current transactions with countries to which American accounts apply. This arrangement is to cover only the purchase of goods in dollar areas essential to the economy of Iran not procurable on equivalent terms in the sterling area. This arrangement would permit Canadian suppliers to participate, within the conditions laid down, in Iran's requirements.

All imports are subject to a quota administered on the basis of value. The quotas have been drawn up to cover the essential needs of the country, and the total value of these quotas, at the official rate of

exchange for the current Iranian financial year, amounts to $145,000,000. The quotas make full provision for the importation of those goods considered to be of prime necessity and those required for the economic and industrial develpment of the country. The entry of goods in the non-essential luxury class is limited to prevent the unnecessary expenditure of the country's foreign exchange resources on luxury goods. Almost all imports must be paid for in foreign exchange bought on the free market from exporters or from private non-commercial sellers.

The free market rate fluctuates around 250 rials to the pound sterling, or about 60 rials to the dollar. A portion of the government holdings of foreign exchange is allotted to importers of a limited number of essential goods at a preferential rate of 130 rials to the pound, or about 325 rials to the dollar—the official rate.

Under the quota system, the Ministry of National Economy may reserve up to 50 per cent of any quota for provincial merchants. Therefore, while the quota for a particular commodity may be exhausted in so far as Teheran is concerned, it would still be open to the provinces.

Import Licences Required

Import licences are required, and are classified as to "Restricted" or "Unrestricted". Restricted goods, only a limited quantity of which are permitted entry, are as follows: Tea; sugar; cement; petrol; oil bitumen; kerosene; toilet requisites; shoe polish; plywood; silk and artificial silk cloth; cotton yarn; woollen and worsted piece-goods; elastic stockings; gloves; scarves, raincoats, and corsets; overshoes; glass sheet; mirrors; glass vessels; copper and bronze; printing type; toys; and private cars.

Merchants who wish to import restricted goods must apply to the Ministry of National Economy for a reservation of a portion of the quota before opening a credit or placing an order. Where payment is to be made by sight draft, the manufacturer or seller is required to give an undertaking to ship the goods within four months. The reservation is cancelled if the goods do not arrive within six months. However, should payment be made by opening a credit, the above does not apply and no undertaking about shipment is required. Further information in regard to the question of import licences and import quotas may be obtained from the Foreign Trade Service, Department of Trade and Commerce, Ottawa.

Official statistics concerning external trade are kept in two parts, the first relating to so-called "Commercial Imports and Exports", the other to "Imports and Exports". The former do not include the value of those goods imported free of duty by the Anglo-Iranian Oil Company, the Societe Mahie Iran, the government departments, banks, etc. Similarly, the Iranian commercial export statistics do not include the value of the oil exported to various countries by the Anglo-Iranian Oil Company, or fish exported to Russia by the Societe Mahie Iran.

In the years 1936-37 and 1937-38, Russia and Germany shared between them more than half the value of Iran's import and export trade, while the United States, India and the United Kingdom had roughly equal shares of the remainder. With the elimination of German trade, the United States has risen to the level of Russia, while the United Kingdom and India have attained a level of about three-quarters that of Russia and the United States. The United Kingdom now occupies third place as importer and fourth place as an exporter.

United States shipments to Iran in 1948 amounted to $43,650,000, as against $9,119,000 in 1938. In these years, Canada's exports to Iran were valued at $683,761 and $946,203 respectively. On the import side, the United

Courtesy Canadian Geographical Society.

States purchased from Iran in 1948 goods valued at $26,507,000, while Canada in the same period purchased $958,619 worth of goods. For the six months ended June, 1949, Canadian exports were valued at $1,329,825, as against $274,425 in the corresponding period of 1948.

During 1947-48, the United States was the principal source of Iranian imports, as well as the chief market for her commercial exports, excluding

Principal Imports into Iran from Canada

	1947	1948
Total	$946,203	$683,761
Wheat	272,930	.....
Whisky	46,670	13,619
Motor vehicle casings	28,707	40,924
Art silk manufactures n.o.p.	3,850	15,164
Planks, boards, Douglas fir	.....	26,353
Planks, boards, spruce	.....	19,448
Plywood, hardwood	.....	18,831
Newsprint paper	4,263	38,128
Reaper-threshers	22,570	41,755
Automobile parts	137,617	75,821
Lamps and lanterns of metal	23,774	110,899
Lead, in pigs, refined lead	600	35,512
Lead manufactures	6,722	48,060
Metals, manufactured, n.o.p.	.....	41,331
Calcium compounds	850	14,651
Combs of all kinds	13,025	23,472
Donations and gifts	681	17,097

Principal Exports from Iran to Canada

	1947	1948
Total	$299,433	$958,619
Dates, dried, unpitted, in bulk	6,747	.....
Dates, dried, n.o.p.	219,242	114,143
Walnuts, shelled	14,472	7,960
Gums, barberry, elemi, gedda, etc.	507	.....
Carpets, oriental	58,330	75,987
Crude petroleum for refining	.....	758,066
Packages containing goods, n.o.p.	135	854
Canadian goods returned, n.o.p.	.....	109
Settlers' effects	.....	1,500

petroleum. Canada's supplies consisted of a variety of goods, and, particularly in 1947, consisted of many items for which a continuing market would appear possible.

A seller's market has existed in Iran since 1945, and the country's requirements are so great that this situation may still continue for many commodities. However, there is a tendency to curb buying from abroad in order to control the country's holdings of foreign exchange and to protect home industries, which accounts for the introduction of the import quota system.

The war halted the industrialization of the country, which had been undertaken by the late Shah, but conditions point to the resumption of those plans with the object of improving the local standard of living, and of economizing in foreign exchange. There are, therefore, good prospects for many kinds of industrial machinery.

Under the import quota for 1948-49, $18,538,000 will be allotted for new industrial and agricultural machinery, for which exchange is available at the official rate. This category includes the following types of machinery of particular interest to Canadian manufacturers: mining, road-making, flour milling, woodworking, paper-making and packaging.

Demand for Agricultural Machinery and Implements Likely to Increase

The demand for agricultural machinery and implements is likely to increase, although at present the country's agricultural methods are somewhat primitive, and native labour is slow to take up mechanization. There is, however, a good demand for hand tools, such as spades, shovels, rakes, hoes, axes, adzes and root clearers. A number of land-owners are interested in modern mechanical equipment, such as tractors, ditchers, harvesters and chaff-cutters. While the government encourages mechanization, and intends to purchase agricultural tractors through the agricultural bank, which will be loaned to farmers, it is quite possible that private purchases of similar equipment will be made. Irrigation is one of the chief problems facing agriculturists, so that a market exists for all kinds of pumps, wells and rams.

Electrical equipment should find a place in the import economy of the country, although at present, while electric energy exists in the principal cities and towns, it is rarely found in country districts. Even city and town supplies are inadequate, and present plant is old and in need of repair or replacement. The voltage is usually 220 volt, 50 cycle, 3 phase A.C., although a few centres have 110 volt supply.

The market for chemicals, pharmaceuticals, colours and photographic material is strong, but considerable advertising and direct selling by representatives of producers is required. The quota for the 1948-49 period is about $6,000,000.

Paper is mostly imported from the United States, Russia, the United Kingdom and Sweden. It is entitled to the official rate of exchange, and quota for the 1948-49 period has been established at $2,000,000.

Canadian or American Vehicles Preferred

The Canadian or American motor car or truck is preferred because of distances and rough roads. Their appearance also appeals to the Iranian. Canadian-made cars are already well and favourably known in the market, but there are still opportunities for increased business in this line. The quotas for the current year for all types of motor vehicles, bicycles and spares is approximately $8,000,000. Under this quota, buses and trucks are entitled to the official rate of exchange.

Air transport, as yet in its infancy, will undoubtedly play a large part in the development of the country. Private demand for aircraft is small. However, the quota for 1948-49 has been established at $1,400,000, for which the official rate of exchange is made available.

The demand for optical, precision instruments, clocks and watches and musical instruments is good, and the quota for the year is established at $7,750,000, for which the official rate of exchange is available.

There is a considerable demand for ingots, bars, beams, sheets and rods of iron, cast iron, steel, copper, bronze, nickel, aluminum, zinc and tin and their alloys, and for a wide variety of metal manufactures, including rails and railway equipment, scaffolding, constructional steel, household fittings, tableware and for ordinary domestic articles, such as pots and pans, zipper fasteners and accessories, razors and scissors. The import quota for the year 1948-49 is $9,600,000.

Seven-year Development Program Proposed

Iranian economists, for a considerable time, have realized the necessity and desirability of a program of economic development, but so far this intention has not been actually carried out, although indications are that in the near future the plan will come into operation. The original Seven-year Plan was first announced in 1947, at a cost of approximately $2,000,000,000, a figure far beyond the government's financial capacity.

In order to arrive at a more reasonable plan and to determine what schemes were economically sound, the government invited a mission of United States engineers to visit the country. This mission arrived the latter part of 1946 and submitted what is now known as the Morrison-Knudsen report to the government in July, 1947. The report was to the general effect that any major efforts should be directed to an increased efficiency and output of agricultural production, while that of industry should be left to develop along natural lines in accordance with the requirements of the country. A list of schemes, estimated to cost $500,000,000, was prepared, while an alternative plan tabulated the projects which should be carried out under a $250,000,000 program. As a result, the Supreme Planning Board was appointed to draw up an economic program in accordance with the findings of the Morrison-Knudsen Mission. This board recommended a program to be carried out in seven years at a cost of 21,000,000,000 rials, to be expended at the following rate: first year, 1,800,000,000 rials; second year, 2,200,000,000 rials; third year, 3,000,000,000 rials; fourth year, 3,500,000,000 rials; fifth year, 3,500,000,000 rials; sixth year, 3,500,000,000 rials; seventh year, 3,500,000,000. Details of the proposed expenditures are on file with the Department of Trade and Commerce and may be obtained on application.

Anglo-Iranian Oil Company Important Development Factor

In the development of Iran, perhaps the most important factor is the Anglo-Iranian Oil Company. This organization was originally granted a concession in 1901, and oil was first found in commercial quantities in 1908 and 1909. The Anglo-Persian Oil Company (later the Anglo-Iranian Oil Company) was then formed and has continued to develop the fields. Production in 1918 was approximately 900,000 long tons and by 1939 it had increased to 8,626,000 tons. In 1946 it was 19,189,551 tons, and for the first eleven months of 1947 production was 18,292,000 long tons.

It will be appreciated, therefore, that the operation of these oil fields under the aegis of the Anglo-Iranian Oil Company is a most important factor in the economic development of the country, which in turn is likely to be reflected in trade with Canada.

While the Foreign Trade Service has not established an office in Iran, it is in close touch with conditions in the territory through the office of the Canadian Government Trade Commissioner at Karachi, Pakistan.

Business Centralized in Teheran

Iran's import trade is centralized almost entirely in Teheran, in which are a large number of merchants. They rarely specialize in any particular line and are prepared to import in large quantities any goods in which there seems to be an opportunity for profit. The majority prefer to import on their own account, rather than to act as commission agents, and, with an eye to profit, endeavour to eliminate the middleman, so that they are reluctant to deal with confirming or export houses abroad.

The Iranian importer feels that if he is in direct touch with a foreign manufacturer, he is much more important. Consequently, the opportunities on the part of the supplier to obtain business are enhanced. This in turn increases the desirability that the representatives of Canadian firms visit Iran if they wish to secure a foothold. Cost is the most important factor in purchases, whether they be made by wholesale, retail buyers or government departments.

The standard of living is low and over 90 per cent of the population can afford to buy only the cheapest goods. As a consequence the market is highly competitive with regard to price.

Local Representation Generally Advisable

It is generally advisable to have a local representative in all cases where it is hoped to do considerable business. Where government business is sought, it is important to have a local agent who is able to take part in complicated negotiations associated with such orders. The Teheran agent is often capable of covering the whole country, but it is sometimes desirable to ensure that the representative has contacts in the principal towns, namely, Isfahan, Shiraz, Tabriz, Meshed, Resht and either Abadan, Khorranshahr or Ahwaz.

In the case of engineering products, the question of servicing after sales is important. Iranians in general are quite good at mending and improvising, but satisfactory service facilities are difficult to find, particularly outside Teheran.

The choice of good agents is difficult as the selection is limited, and those who are in the required category will very often undertake the representation without disclosing the fact that they hold a competitive agency. It is, therefore, highly desirable that the Canadian manufacturer

tending to investigate the Iranian market seek the advice of the responsible Canadian Government Trade Commissioner before making any commitments.

Until recently, 90 per cent of goods imported into Iran were paid for by means of irrevocable letters of credit on presentation of shipping documents. Since 1949, merchants have made great efforts to persuade exporters to ship on cash against documents. Where foreign exporters have agreed to C.A.D. terms, they have, in many cases, stipulated that a deposit of 15 per cent be placed with the order, the balance to be paid on delivery. Canadian exporters would do well, therefore, to consult with the Canadian Export Credits Insurance Corporation on any proposed shipments to Iran.

The question of freight shipments by air is also sometimes worth investigation in view of the length of the voyage to the Persian Gulf, and delays in ports and clearance, inland transportation and high local rates of interest.

Turkey Obtains Wheat from Canada to Supplement Unusually Poor Crop

Country, normally an exporter, suffered from severe winter and drought during spring—Four ships with Canadian cargoes present unique appearance in Istanbul.

By G. F. G. Hughes, Acting Commercial Secretary for Canada

ISTANBUL, September 15, 1949.—Severe weather during the past winter, followed by drought during the spring, has forced Turkey to purchase wheat, thereby supplementing production from a crop that is estimated to be one of the poorest on record in this country. Turkey is normally an exporter of wheat, so this condition comes at a particularly unfortunate time, when foreign exchange is badly needed for capital development.

Some 4,256,000 bushels, or 114,000 long tons, have been obtained from Canada, and deliveries are being made at the ports of Istanbul, Izmir and

Istanbul—S.S. Mont Clair, of Montreal Shipping Company, Limited, unloading Canadian wheat.

Iskenderun. There were four ships, all with Canadian cargo, in Istanbul at one time, which is a unique occurrence. One of these was the S.S. *Mont Clair,* a Canadian flag vessel. The Turkish purchasing authorities are understood to have obtained very low freight rates, and the ships will unfortunately have to leave Turkish ports with little or no return cargo.

Most of the wheat produced in Turkey is winter wheat. Unprecedented snowfalls in November cut short the autumn sowing at a stage when only 60 per cent of the normal acreage had been seeded, and production suffered accordingly. Had normal spring conditions been experienced, part of the loss might have been recovered, but very dry weather curtailed the yield. The following table provides a comparison between production in 1948 and the preliminary estimates of the Agricultural Institute for 1949:

Bread Grain Production in Turkey

(Area in hectares and production in metric tons*)

	Area	Production	Area	Production
Winter wheat	4,590,000	4,854,000	3,500,000	2,000,000
Mixed wheat and rye	233,000	276,000	200,000	150,000
Total	4,823,000	5,130,000	3,700,000	2,150,000

* One hectare equals 2.471 acres and one metric ton equals 36.75 bushels.

It is estimated that the minimum import requirements are 450,000 metric tons. Plans call for the importation from North America of 300,000 tons, of which 114,000 tons have already been purchased in Canada. Negotiations have been in progress with Syria for two months for the importation of 100,000 tons in exchange for Turkish products, mostly livestock and lumber.

Application has been made to the Economic Co-operation Administration for funds to finance wheat requirements. The Minister of State has announced that the purchase of 78,000 tons had been approved by ECA, and that a request for an additional 200,000 tons had been made. Approval will eliminate the necessity for selling any significant amount of the Turkish gold reserves.

Canadian Dairy Production Set Record

The value of products manufactured by dairy factories in Canada in 1947 amounted to an all-time record figure of $352,373,000, up 30 per cent over the previous record established in 1946. There were 2,068 factories in operation during the year, 126 less than in the preceding year, but the employees rose to 22,326 from 21,125, and their salaries and wages to $35,062,000 from $30,956,000.—(*Dominion Bureau of Statistics, November 14, 1949*)

British Imports Declined in September

London, October 26, 1949.—(FTS)—Although devaluation of the pound sterling was only announced on September 18, 1949, British imports in September declined by £19,000,000 to a value of £181,000,000, the lowest figure since February. Purchases of food, drink and tobacco from abroad fell by £4,500,000 to £78,000,000, and raw materials by £9,000,000 to £62,000,000. Some time must elapse before the influence of the new exchange rate becomes apparent in the recorded import and export values.

The value of British exports rose by nearly £5,000,000 to £142,000,000, as compared with August figures. Sales of vehicles, including ships and aircraft, were satisfactory, rising by £1,000,000 to £24,400,000 during September.

French Barley Crop Highest on Record, But Yield of Other Field Produce Poor

Production estimated at 56,500,000 bushels—Wheat crops expected to total over 287,000,000 bushels—Forage situation poor—Root crops affected by lack of rain.

PARIS.—(FTS)—French wheat crops for 1949 are estimated at 7,850,000 metric tons (287,000,000 bushels). However, this figure must be considered a minimum, since, for many reasons, farmers are still reducing their production. Present estimates of the barley crop, the largest on record, are for 1,412,000 metric tons (about 56,500,000 bushels), or an increase of 10 per cent over last year's crop. Quality in both cases is excellent.

No estimates of the oat crop are available, but individual farmers, including officials of the Department of Agriculture, have indicated that their own crops are excellent, and that this situation is general.

Cereal crops in areas in the north of France have averaged 38 quintals per hectare (54 bushels to the acre) this year, and yields of 74 bushels to the acre have not been uncommon. Until lately, however, great alarm was felt for all other field crops, including those affecting the livestock population. The forage situation has been undeniably bad, and, even at present, farmers are feeding hay when green pasture should still be available. However, the disaster which was feared will be lessened to some extent by the following factors: the excellent wheat crop will permit the extraction rate for flour to be reduced from 84 to 81 or 82, providing from two to three per cent more feed for each ton of commercialized wheat; more wheat will be held on farms; the unexpectedly good barley and oats crop will be of singular value during the winter months; and the sugar beet crop may be better than expected, supplying valuable by-products.

With regard to the latter, until recent fairly widespread rains, it was feared that none of the root crops would have a chance to fill out because of lack of moisture. This has actually affected all but the latest varieties of potatoes, since most crops were harvested before the rains. Such potatoes were exceedingly small, in most cases falling between the teeth of mechanical potato diggers, and having to be recovered by hand. However, a member of the agricultural administration has indicated that potato acreage is so high that this failure can have no ill effect on any other than the use of sulphur for alcohol.

The sugar beet situation is somewhat different. Since this vegetable is harvested very late in the season, it has greatly profited from recent rains. Sugar content is extremely high, but is partly in uncrystallizable sugars. This situation may create some technical difficulties during the refining process.

Wine production is likely to be below normal, but of high quality. Although vegetable crops have suffered, fruit is lavishly abundant, but is of smaller than normal size.

Exports of Mauritius Sugar Crop High

Of 157,513 metric tons of the Mauritius sugar crop received into store at September 20, 81,643 tons had already been exported. Extraction results have dropped, and the unofficial estimate of the final output is now 405,000 metric tons.—(*Barclays Bank Review*)

Trade Fairs and Exhibitions

The following list of forthcoming trade fairs and exhibitions, compiled by the British Board of Trade Journal, is reproduced for the information of Canadian exporters and buyers:

Building Trades Exhibition—November 17-December 1, 1949. At Olympia. Apply to Building Trades Exhibition Ltd., 4 Vernon Place, Southampton Row, London, W.C.1. (Tel.: Holborn 8146.)

Smithfield Show and Agricultural Machinery Exhibition—December 5-9, 1949. At Earls Court. Apply to The Smithfield Show Joint Committee, 148 Piccadilly, London, W.1.

1950

Hotel, Restaurant and Catering Exhibition—January 25-February 3, 1950. At Olympia. Apply to Trade and Technical Exhibitions, Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel.: Central 1555.)

Amusement Trades Exhibition—February 14-16, 1950. At New Horticultural Hall, Westminster, S.W.1. Apply Amusement Trades Exhibitions Ltd., Gloucester House, 19 Charing Cross Road, London, W.C.2. (Tel.: Whitehall 2524-5.)

British Furniture Trades Exhibition—February 14-24, 1950. At Earls Court. Apply to B.F.M. Exhibitions Ltd., 641 Grand Buildings, Trafalgar Square, London, W.C.2.

Exhibition of British Components, Valves and Test Gear for the Radio, Television and Telecommunications Industry—April 17-19, 1950. At Grosvenor House (Great Hall), London, W.1. Apply to Radio and Electronic Component Manufacturers' Federation, 22 Surrey Street, Strand, London, W.C.2. (Tel.: Temple Bar 6740.)

Manchester Building Trades Exhibition—April 18-29, 1950. At City Hall, Deansgate, Manchester. Apply to Provincial Exhibitions Ltd., at above address.

International Stamp Exhibition—May 6-13, 1950. At Grosvenor House, Park Lane, London, W.1. Apply to Executive Committee, 41 Devonshire Place, London, W.1.

British Industries Fair, London and Birmingham—May 8-19, 1950. Apply to the Director, B.I.F., Board of Trade, Horseferry House, Thorney Street, London, S.W.1. (Tel.: Victoria 6800), or to the General Manager, B.I.F., 95 New Street, Birmingham, 2. (Tel.: Birmingham Midland 5021.)

London Fashion Fortnight—May 30-June 12, 1950. Apply to London Fashion Fortnight, % Information Division, Board of Trade, I.C. House, Millbank, London, S.W.1. (Tel.: Whitehall 5140, Ext. 441.)

National Mechanical Handling Exhibition—June 6-17, 1950. At Olympia. Apply to "Mechanical Handling," Dorset House, Stamford Street, London, S.E.1. (Tel.: Waterloo 3333.)

Antique Dealers' Fair—June 8-23, 1950. At Great Hall, Grosvenor House. Apply to Capt. C. S. Platts, Room 904, Grosvenor House, Park Lane, London, W.1.

Sixth International Congress and Technical Exhibition of Radiology—July 24-28, 1950. Apply to Technical Exhibition Secretariat, 32 Welbeck Street, London, W.1. (Tel.: Welbeck 6237.)

Industrial Finishes Exhibition—August 23-September 5, 1950. At Earls Court. Apply to Industrial Finishes Exhibition Ltd., 26 Old Brompton Road, London, S.W.7. (Tel.: Kensington 0025.) **Note.**—We regret that this telephone number has been incorrectly listed in previous issues.

British Food Fair—August 29-September 9, 1950. At Olympia. Apply to General Organizer, 57 Catherine Place, London, S.W.1. (Special Tel.: Vic. 3674/5/6.)

Shoe and Leather Fair—September 11-15, 1950. At Olympia. Apply to Shoe and Leather Fair, Granville House, Arundel Street, London, W.C.2. (Tel.: Temple Bar 5524/6.)

Brewers' Exhibition—October 2-6, 1950. At National and Empire Halls, Olympia. Apply The Trades' Markets & Exhibitions Ltd., 623/4 Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 1371.)

Overseas

1949

Karachi International Islamic Industrial & Commercial Exhibition—November 25-December 31, 1949. Apply to Indo-British Industries Ltd., 30 Sussex Place, Hyde Park, London, W.2. (Tel.: Paddington 1821.)

1950

Copenhagen—International Tourist Exhibition—February 1-12, 1950. At Forum. Apply to C.D. Overseas Exhibitions Ltd., Iddlesleigh House, Caxton Street, London, S.W.1. (Tel.: Abbey 5995.)

Paris, International Technical Radio Components, Accessories and Radio-Electric Measuring Instruments Exhibition—February 3-7, 1950. At Porte de Versailles. Apply to Syndicat National des Industries Radio-electriques, 25 Rue de la Pepiniere, Paris 8e.

Miami Boat Show—February 10-18, 1950. Apply Miami Boat Show Executive Offices, 517 N.W. South River Drive, Miami, Florida.

French Ideal Home Exhibition (XIX Salon Des Arts Menagers)—February 23-March 19, 1950, at Grand Palais, Paris. Apply Anglo-French Periodicals, 25 Villiers Street, London, W.C.2. (Tel.: Temple Bar 1801.)

International Automobile Exhibition—February 24-March 5, 1950. At "Forum" Building, Copenhagen. Apply the Danish Association of Automobile Manufacturers and Importers, Amaliegade 22, Copenhagen K.

Paris, International Agricultural Machinery Exhibition—February 28-March 5, 1950. At Exhibition Park. Apply to the Salon de la Machine Agricole, 38 Rue de Chateaudun, Paris. Last date for space applications, October 15, 1949.

Vienna, International Spring Fair—March 12-19, 1950. Apply to British Austrian Chamber of Commerce Inc., 29 Dorset Square, London, N.W.1. (Tel.: Paddington 7646.)

Verona, International Agricultural Fair and Horse Show—March 12-20, 1950. Apply to Mr. F. C. Kerry, Verona International Fair, Verona, Italy.

Canadian National Sportsmen's Show—March 17-25, 1950, Coliseum Building in Canadian National Exhibition Grounds, Toronto. Apply Canadian National Sportsmen's Show, 16 Gould Street, Toronto.

Frankfurt Spring Fair—March 19-24, 1950. Apply Messe-Amt. Frankfurt-am-Main.

Utrecht, Royal Netherlands Industries Fair—March 21-30, 1950. Apply to Mr. W. Friedhoff, Netherlands Chamber of Commerce, 10 Gloucester Place, London, W.1. (Tel.: Welbeck 9971.)

Hanover German Industrial Fair—March 29-April 2, 1950. Apply German Trade Fairs & Exhibition Co., Hanover-Laatzen.

Milan, International Samples Fair—April 12-30, 1950. Apply to Italian Chamber of Commerce for Great Britain and British Commonwealth, 652 Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 5521.)

Basle, Swiss Industries Fair—April 15-25, 1950. Apply to Swiss Legation, Division Economique, 18 Montague Place, London, W.1. (Tel.: Paddington 0701.)

Lyons, International Fair—April 15-24, 1950. Apply Messrs. Robert Brandon and Partners Ltd., 45 Dover Street, London, W.1. (Tel.: Regent 0901.)

Brussels International Fair—April 29-May 14, 1950. Apply Palais du Centenaire, Brussels.

Liege International Fair—April 29-May 14, 1950. At Coronmeuse, Liege. Apply to Foire Internationale de Liege, 32 Boulevard de la Sauveniere, Liege, Belgium.

Hanover Technical Fair—May 3-14, 1950. Apply German Trade Fairs & Exhibition Co., Hanover-Laatzen.

Paris, International Trade Fair—May 13-29, 1950. At Porte de Versailles, Paris. Apply to Mrs. M. Hyde, 14/15 Rugby Chambers, Rugby Street, London, W.C.1. (Tel.: Chancery 6794.)

Toronto, Canadian International Trade Fair—May 29-June 9, 1950. Apply to Miss M. A. Armstrong, Canadian Government Exhibition Commission, Canada House, Trafalgar Square, London, S.W.1. (Tel.: Whitehall 8701.)

Nairobi—Industrial Equipment and Engineering Fair—June 9-24, 1950. Apply to the Secretary, Exhibition Promotions, P.O. Box 2485, Nairobi, Kenya.

Frankfurt Autumn Fair—September 17-22, 1950. Apply Messe-Amt., Frankfurt-am-Main.

Canadian Imports, by Commodities

Country	September			January—September		
	1938	1948	1949	1938	1948	1949
Main Groups—	(Millions of Dollars)					
Agricultural, Vegetable Products	9.0	27.7	28.4	91.9	246.7	261.2
Animals and Animal Products	1.9	5.1	6.9	19.1	55.5	55.7
Fibres, Textiles and Products	6.9	25.5	20.0	65.4	259.2	259.7
Wood, Wood Products and Paper	2.8	5.7	8.0	23.8	54.7	62.9
Iron and Products	11.6	62.8	69.1	125.0	575.0	703.6
Non-Ferrous Metals and Products	3.3	11.1	12.6	29.3	112.0	124.1
Non-Metallic Minerals, Products	12.4	66.0	51.2	90.1	448.1	394.5
Chemicals and Allied Products	3.1	8.9	10.6	24.4	86.7	93.6
Miscellaneous Commodities	5.5	8.9	14.8	36.8	85.4	118.7
TOTAL IMPORTS FOR CONSUMPTION	56.4	221.7	221.6	506.0	1,923.3	2,073.9
Agricultural, Vegetable Products—	(Thousands of Dollars)					
Fruits	1,533	4,873	5,325	15,480	38,823	49,252
Nuts	306	3,078	1,865	2,176	23,513	16,529
Vegetables	130	76	162	5,160	5,753	15,335
Grains and products	949	1,427	2,161	13,329	18,472	15,059
Sugar and products	1,750	7,189	5,088	14,730	51,275	48,038
Cocoa and chocolate	134	1,290	1,543	1,463	14,352	11,751
Coffee and chicory	254	1,910	2,183	3,007	17,645	18,874
Tea	766	1,662	2,058	7,033	13,193	16,795
Beverages, alcoholic	649	1,092	1,568	4,288	9,422	14,509
Gums and resins	126	392	540	1,021	4,259	4,027
Oils, vegetable	762	915	1,838	9,293	16,207	16,351
Rubber and products	723	2,347	1,787	7,704	22,973	21,244
Tobacco	195	241	360	1,630	2,310	2,825
Vegetable products, other	751	1,190	1,892	5,596	8,474	10,611
TOTAL	9,027	27,682	28,370	91,910	246,672	261,199
Animals and Animal Products—						
Fish and fishery products	243	500	747	1,810	3,875	3,817
Furs and products	346	2,000	1,783	4,766	17,486	14,924
Hides and skins, raw	190	430	1,359	1,722	6,206	10,008
Leather, unmanufactured	230	308	474	1,895	3,654	4,860
Leather, manufactured	304	533	604	1,902	4,189	4,284
Animal oils, fats, greases	68	383	468	615	9,332	3,198
Animals and products, other	535	917	1,481	6,417	10,730	14,576
TOTAL	1,916	5,072	6,917	19,126	55,471	55,666
Fibres, Textiles and Products—						
Cotton, raw and linters	604	2,630	4,147	8,608	40,209	44,510
Cotton products	1,418	5,715	3,269	12,516	57,013	60,560
Flax, hemp, jute and products	746	1,795	1,694	6,216	20,140	15,184
Silk and products	608	248	420	5,010	2,883	4,004
Wool, raw and unmanufactured	651	4,132	2,026	7,235	37,604	29,681
Wool products	1,305	5,245	4,166	12,246	50,761	53,156
Artificial silk and products	383	2,331	1,390	2,687	21,080	25,357
Textile products, other	1,147	3,376	2,884	10,920	29,490	27,245
TOTAL	6,861	25,471	19,997	65,438	259,178	259,696
Wood, Wood Products and Paper—						
Wood, unmanufactured	366	856	1,419	4,036	8,676	11,696
Wood, manufactured	373	1,021	1,282	3,208	10,402	11,183
Paper	660	1,291	1,636	5,565	12,879	14,673
Books and printed matter	1,388	2,526	3,650	11,034	22,765	25,356
TOTAL	2,786	5,695	7,987	23,842	54,722	62,907
Iron and Its Products—						
Iron ore	439	2,523	668	2,108	11,354	9,739
Scrap	32	352	565	487	6,300	7,187
Castings and forgings	241	783	740	1,976	7,439	9,942
Rolling mill products	1,758	6,880	7,622	18,246	59,779	85,563
Pipes, tubes and fittings	119	1,843	2,442	1,537	12,716	23,926
Wire and chain	96	1,143	779	1,566	8,741	9,859

Country	September			January—September		
	1938	1948	1949	1938	1948	1949
	(Thousands of Dollars)					
Iron and Its Products—Conc.						
Farm implements and machinery	1,443	11,620	14,085	18,434	104,134	141,751
Hardware and cutlery	172	700	885	1,605	7,234	9,151
Household machinery	265	547	792	2,031	8,281	7,901
Mining, metallurgical machinery	489	2,236	3,386	4,185	15,971	26,619
Business, printing machinery	448	1,707	1,969	4,525	18,742	18,244
Other non-farm machinery	1,653	10,458	10,417	18,471	121,654	111,776
Tools	165	791	825	1,737	8,211	8,485
Autos, freight and passenger	328	2,539	3,649	9,644	17,167	34,294
Automobile parts	1,527	9,756	10,132	16,767	74,870	88,285
Other vehicles, chiefly iron	376	783	767	1,796	9,218	11,156
Engines and boilers	594	3,528	4,062	6,502	37,026	46,215
Cooking and heating apparatus	209	440	947	1,129	4,924	7,979
Iron products, other	1,206	4,176	4,405	12,217	41,286	45,510
TOTAL	11,560	62,805	69,136	124,961	575,048	703,584
Non-Ferrous Metals and Products—						
Aluminium and products	676	1,482	1,926	3,763	11,828	13,320
Brass, copper, and products	194	925	1,089	2,381	8,547	11,062
Tin	218	726	228	1,727	4,782	6,519
Precious metals (except gold)	194	1,541	529	2,081	11,321	11,340
Clocks and watches	223	397	429	1,577	3,798	4,652
Electrical apparatus, n.o.p.	1,030	4,119	5,288	9,816	47,097	49,716
Non-ferrous products, other	776	1,954	3,066	7,986	24,637	27,474
TOTAL	3,310	11,144	12,555	29,333	112,009	124,083
Non-Metallic Minerals, Products—						
Clay and products	583	2,492	2,655	5,958	22,346	25,085
Coal	3,358	22,483	12,932	25,581	133,978	107,075
Coal products	250	1,889	1,430	2,320	14,960	11,257
Glass and glassware	570	1,862	2,060	4,718	19,447	18,179
Petroleum, crude	5,459	18,197	17,533	31,347	140,960	138,107
Petroleum products, n.o.p.	1,096	14,855	9,707	11,115	86,588	61,710
Stone and products	580	2,098	2,761	5,113	14,484	17,593
Non-metallic products, other	527	2,088	2,134	3,994	15,387	15,530
TOTAL	12,422	65,965	51,212	90,145	448,149	394,536
Chemicals and Allied Products—						
Acids	119	317	322	1,168	2,948	2,883
Cellulose products	135	351	487	1,270	3,182	4,064
Drugs and medicines	260	729	1,155	2,659	9,777	11,173
Dying and tanning materials	372	707	774	2,707	7,366	7,432
Fertilizers	294	728	859	1,770	4,467	5,077
Paints and varnishes	336	982	1,155	2,600	10,689	9,473
Inorganic chemicals, n.o.p.	825	1,664	1,600	5,785	13,080	14,033
Synthetic resins and products	86	865	1,354	625	11,239	11,471
Chemical products, other	650	2,569	2,940	5,848	23,911	27,981
TOTAL	3,078	8,912	10,645	24,432	86,658	93,587
Miscellaneous Commodities—						
Films	100	422	327	1,052	2,724	2,849
Toys and sporting goods	236	431	577	1,705	2,776	4,381
Refrigerators and parts	47	406	631	1,052	4,412	5,362
Musical Instruments	120	246	307	903	2,428	2,793
Scientific equipment	369	1,479	1,577	3,283	12,975	15,192
Aircraft and parts	606	523	779	2,528	5,356	10,577
Works of art	61	85	169	901	1,246	1,804
Canadian Tourists' purchases	1,200	20	4,590	6,180	285	21,090
Parcels of small value	337	958	1,056	3,288	6,560	10,665
Wax, mineral and vegetable	38	172	179	305	1,651	1,468
Miscellaneous	486	496	829	3,794	4,865	7,129
Miscellaneous, other	1,138	1,305	1,601	7,311	20,562	17,302
Canadian goods returned	302	476	420	1,682	5,836	4,317
Non-commercial articles	412	1,914	1,707	2,782	13,760	13,743
TOTAL	5,451	8,933	14,750	36,765	85,435	118,669

Industrial Production in Portugal Has Progressed Since the Prewar Period

Manufacture of textiles of particular importance, following wartime developments, while output of cork has increased substantially—Agriculture adversely affected by prolonged drought—Raw materials and foodstuffs in short supply.

By L. A. Campeau, Assistant Canadian Government Trade Commissioner

(Editor's Note—This is the second in a series of three articles on economic and commercial conditions in Portugal, prepared for *Foreign Trade*. One escudo equalled $0.04 Canadian before devaluation; one conto equalled approximately $40.00 Canadian.)

LISBON.—Despite current adverse conditions, there are good prospects for a revival of Portuguese national production, and efforts are being made to establish new and revive old industries. Industry has been operating at full capacity since the end of the war, and production has been much higher as compared with prewar years, especially of cork and textiles. The manufacture of cotton textiles is now an important branch of Portuguese industry, due particularly to developments in the wartime period.

Exports of textile goods in 1946 had a total value of 876,646 contos, rising in 1947 in volume but decreasing in value to 805,407 contos. Exports in 1948 were valued at 756,000 contos.

Industry in general continues to prosper, despite the fact that production is slackening, due not only to the falling-off in exports of some commodities but particularly to a reduction in purchases by domestic consumers. The most serious problem of Portuguese industry is an inadequate supply of raw materials.

Recent years have been unfavourable for the silk industry. Although exports increased in value, there was a considerable decrease in sales. However, many mills have already been equipped with new machinery, and it is expected that output will be increased when raw material is obtainable from abroad.

According to the National Bureau of Statistics, in 1947 a total of 78,737 permanent employees and wage-earners and 21,622 temporary workers were employed in 1947. The cotton industry, although it had ceased operation, due to a shortage of electricity, improved its working capacity. In the footwear field, there are good possibilities, although there is a shortage of raw materials. Pottery production in recent years has been good, despite certain difficulties. Efforts have been made to maintain the level of foodstuff production, and to improve the quality and add variety of cork manufactures. In the metallurgical industry, there are indications of advancement, both as regard machinery and equipment and modernization of productive methods.

Agricultural Production Adversely Affected by Drought

Agriculture is not in as favourable a position as other industries, due to the serious drought in 1948, which continued during the first eight months of this year. There is also a serious reduction in the cork crop. It is reported, too, that the cod-fishing fleet, operating off the coast of Newfoundland, is anticipating a poor catch this year. The sardine catch has also been considerably reduced.

According to a recent report of the Bureau of Statistics in Portugal, there were prospects for good crops of wheat, hay and barley, if weather conditions were favourable. Most areas of the country south, as well as north, of the Tagus have been affected by the drought, and the agricultural outlook has been and still is to a certain extent unfavourable. However, the development of hydro-electric power is expected to bring about large-scale irrigation projects, which will increase crop production.

Since the population of Portugal has increased by approximately 50 per cent since the beginning of the century and is still increasing, consumption is also greater. Industry depends on agriculture for raw materials and, with increased demand, current economic conditions and unfavourable weather, it is difficult to supply industry with the necessary domestic raw materials, and imports must be increased accordingly.

Production of wheat has increased since 1938, with the exception of 1945, and statistics also indicate increases in the crops of rye, oats, barley, beans and potatoes. However, production is expected to be too small this year to meet requirements. Consequently, imports of foodstuffs, which have increased during recent years, may be heavier, those of rice, potatoes, flour and wheat in particular.

If weather conditions are favourable, the prospects for exports of agricultural products are fair, but only for those items required by industry, such as fruits. More and more, preserved products are being given careful consideration. A few months ago, the Associacao Industrial Portuguesa published a report in which it was stated that definite progress had been made in the technique of fruit and vegetable preservation, which is gaining importance as an economic factor. In view of the favourable conditions for producing fruits and vegetables in Portugal, there are opportunities for increasing exports of such commodities.

United States Currency May be Accepted from Tourists

Canadian residents, ordinarily engaged in providing tourist services, may accept United States dollars from non-resident tourists or temporary visitors to Canada in payment for goods purchased or services rendered, and may make change in United States currency, effective November 1, 1949.

A merchant, hotelkeeper or other person providing such services may have in his possession an amount of United States currency not exceeding two hundred and fifty dollars without a special permit from the Foreign Exchange Control Board, if the banknotes and coin are required to make change for non-residents.

New Harbour Facilities Building in Aruba

Caracas, October 29, 1949.—(FTS)—New harbour facilities are being provided for the port of Oranjestad, Aruba, in the Netherlands Antilles, the aggregate cost of which is estimated at $6,000,000. Within the next four months, it is expected that seven new docks, the largest 900 feet in length, will be ready for use, increasing the present berthing accommodation to 2,270 feet.

A new entrance to the harbour, 360 feet wide, was recently opened after extensive dredging operations had been completed. The overall depth of the entrance is 36 feet, and the depth of the two basins has been increased to 34 feet. Large warehouses and transit sheds are also in course of construction.

Trinidad Suspends Licences for Footwear and Cotton Goods

Port-of-Spain, November 8, 1949.—(FTS)—Importers in Trinidad were notified by the Controller of Imports on November 5 that licences for the importation of cotton piece-goods, apparel, other made-up goods, and boots and shoes from dollar sources had been suspended for the balance of this year, and that the suspension would continue into 1950.

Special types of cotton piece-goods required in connection with the operation of the local shirt industry may be imported, as well as a limited quantity of ladies' shoes from dollar sources during 1950, if deliveries of the cheaper types from other sources are not sufficient to meet the needs of this colony.

Duty Removed on "Gift Family Parcels" in Italy

"Gift family parcels" may now be received in Italy free of customs duty and exempt from formalities in connection with foreign trade and exchange control. Parcels weighing up to 20 pounds may contain clothing, household articles and medicine for the personal use of the addressee and his family, as well as non-perishable foodstuffs, including not more than 2 pounds 3 ounces of cocoa, 4 pounds 6 ounces of coffee, or 6 pounds 9 ounces of sugar. In the case of parcels containing cocoa, coffee or sugar in excess of the amounts indicated, the entire contents will be subject to customs duty.

These parcels are restricted to one per month to each addressee. They must bear on the cover the words "Gift family parcel" ("Colis Familial Gratuit") and the usual customs declarations indicating value and content in detail.

Malaya Revises Import Control Policy

Singapore, November 1, 1949.—(FTS)—Changes in the import control policy of Singapore and the Federation of Malaya were announced on October 31, 1949, involving imports from the dollar and other hard-currency areas. As formerly, commodities essential for the rehabilitation and economic life of Malaya are included in a schedule of goods for which licences are freely granted from all sources. A second group comprises those commodities subject to periodical import quotas based on pre-war imports. A third list sets out those goods for which licences will be granted on the merits of the individual application. As a rule, any commodity not specifically mentioned in the schedules must be treated as a prohibited import from hard-currency sources.

The commodities included in the schedule of free imports are: carbon black; cork and cork manufactures; freon gas; hog casings; hoop iron; wire nails; fuel oil; lubricating grease; optical lenses (white) except bifocals; slate pencils; rubber samples; steel strapping; superloid (ammonia alginate); port wine; brass wire; brass wire gauze; steel wire (for bicycles); stitching wire; wire mosquito netting; zinc sheeting.

The imports subject to quota are lubricating oil, and photographic roll films, film packs and plates.

The commodities included in the third category are: accounting, adding and calculating machines; air conditioning equipment; internal combustion engines; generator sets; machinery and machine parts; weighing machines; electric motors; pumps; electric refrigerators; tractors and earth-moving

equipment; arms and ammunition; asbestos fibre; asphalt and bitumen; books and magazines; linseed oil (boiled); menthol crystals; petrolatum; pharmaceuticals; rosin; scientific instruments; spare parts for equipment of hard-currency origin only; constructional steel; engineers' tools; tire, cord; valves and valve fittings (wrought iron); coloured lenses; sun-glasses with plano lenses only (i.e., without refractive power).

Trade Commissioners on Tour

CANADIAN Trade Commissioners return periodically from their posts in foreign lands to familiarize themselves with conditions in this country and the special requirements of the commercial community. They are in a position to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, and to discuss the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following offices in the areas concerned:

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Calgary—Board of Trade.
Charlottetown—Board of Trade.
Edmonton—Canadian Manufacturers' Association.
Fredericton—Chamber of Commerce.
Halifax—Board of Trade.
Hamilton—Chamber of Commerce.
Moncton—Board of Trade.
Montreal—Montreal Board of Trade.
Quebec City—Board of Trade.
Regina—Chamber of Commerce.
Saint John—Board of Trade.
Saskatoon—Board of Trade.
Sherbrooke—Chamber of Commerce.
St. John's—Department of Trade and Commerce, Stott Building.
Toronto—Canadian Manufacturers' Association.
Vancouver—Department of Trade and Commerce, 355 Burrard Street.
Victoria—Department of Trade and Industry.
Winnipeg—Canadian Manufacturers' Association.

Paul V. McLane, Commercial Secretary for Canada in New Zealand, is completing his tour of Canada by a visit to Vancouver from November 21 to 30. He will be available to discuss with businessmen conditions in New Zealand, Fiji and Western Samoa.

E. H. Maguire, Commercial Secretary for Canada in Santiago, Chile, has returned home on leave, and is making a tour of Canada, discussing with businessmen trade conditions in Chile and Bolivia.

Quebec City—November 28
Saint John—November 30
Halifax—December 2
Ottawa—December 5-12

DATA FOR EXPORTERS COMPILED

Information, of particular interest to Canadian exporters, concerning shipping documents and customs regulations of foreign countries, is being compiled by the Commercial Relations and Foreign Tariffs Division, Foreign Trade Service. Countries concerning which such information is now available in a revised form are: Cuba, Denmark, Dominican Republic, Egypt, Guatemala, Italy, Mexico, Netherlands Antilles, Nicaragua, Norway, Panama, Surinam (Netherlands Guiana), Sweden, Switzerland and Venezuela. Data on other countries will be made available from time to time.

Ocean-Going Sailing Schedules

Information contained in the following list of sailings is furnished by the steamship companies and agents concerned. This is the latest available, and is subject to change after *Foreign Trade* has gone to press.

The loading date and name of ship are not indicated in some instances, as information available is not sufficiently definite to mention the ship concerned. Exporters should seek further details from the operator or agent mentioned.

Ships loading within ten days of the publication date of this issue are not included.

DEPARTURES FROM HALIFAX

* Calls at Saint John.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Aden—			
Port Aden	December 9–13	*Sommelsdijk*	Cunard Donaldson
Africa—South and East—			
Cape Town, Port Elizabeth, East London, Durban	December 15–20	*Pictou County*	March Shipping
Argentina—			
Buenos Aires	December 5–6	*Mormacsea*	Montreal Shipping
Belgium—			
Antwerp	December 20–24	*Danaholm*	Swedish American
	January 3–10	*Vasaholm*	Swedish American
Brazil—			
Santos, Rio de Janeiro	December 5–6	*Mormacsea*	Montreal Shipping
Colombia—			
Barranquilla	December 5–10	**Svaneholm*	Swedish American
	December 24–30	**Vigor*	Swedish American
Cuba—			
Havana	December 17–20	*Dufferin Bell*	Pickford and Black
	December 21–28	**Tunaholm*	Swedish American
Denmark			
Copenhagen	December 20–21	*Mormacisle*	Montreal Shipping
	December 20–24	*Danaholm*	Swedish American
	January 3–10	*Vasaholm*	Swedish American
Dominican Republic—			
Ciudad Trujillo	December 12–13	**Sunprince*	Saguenay Terminals
	December 17–20	*Dufferin Bell*	Pickford and Black
Egypt—			
Alexandria, Port Said, Suez	December 9–13	*Sommelsdijk*	Cunard Donaldson
Finland—			
Helsinki	December 20–21	*Mormacisle*	Montreal Shipping
	December 20–24	*Danaholm*	Swedish American
	January 3–10	*Vasaholm*	Swedish American

DEPARTURES FROM HALIFAX—Continued

Destination	Loading Date	Vessel	Operator or Agent
France—			
Le Havre	December 20–24	*Danaholm*	Swedish American
	January 3–10	*Vasaholm*	Swedish American
French Indo-China—			
Saigon	December 10–14	*Anna Maersk*	Robert Reford
	December 27–31	*Olga Maersk*	Robert Reford
Saigon	December 10–14	*Steel Seafarer*	Isthmian Steamships
Haiphong			
Germany—			
Hamburg	December 20–24	*Danaholm*	Swedish American
	January 3–10	*Vasaholm*	Swedish American
Haiti—			
Port au Prince	December 12–13	**Sunprince*	Saguenay Terminals
	December 17–20	*Dufferin Bell*	Pickford and Black
Hong Kong	December 10–14	*Steel Seafarer*	Isthmian Steamships
	December 10–14	*Anna Maersk*	Robert Reford
	December 15–24	*Rockside*	Canada Asiatic
	December 27–31	*Olga Maersk*	Robert Reford
India—			
Bombay	December 15–24	*Rockside*	Canada Asiatic
Calcutta			
Indonesia—			
Batavia	December 10–14	*Steel Seafarer*	Isthmian Steamships
Belawan-Deli			
Batavia	December 19–23	*Steel Architect*	Isthmian Steamships
Soerabaya			
Belawan-Deli			
Batavia	December 9–13	*Sommelsdijk*	Cunard Donaldson
Samarang			
Soerabaya			
Cheribon			
Belawan-Deli			
Israel—			
Haifa	December 9–23	*Steel Architect*	Isthmian Steamships
Tel-Aviv			
Japan—			
Keelung	December 10–14	*Anna Maersk*	Robert Reford
	December 27–31	*Olga Maersk*	Robert Reford
Malaya –	December 9–13	*Sommelsdijk*	Cunard Donaldson
	December 10–14	*Steel Seafarer*	Isthmina Steamships
Penang	December 10–14	*Anna Maersk*	Robert Reford
Port Swettenham	December 19–23	*Steel Architect*	Isthmian Steamships
	December 27–31	*Olga Maersk*	Robert Reford
Mexico—			
Vera Cruz	December 21–28	**Tunaholm*	Swedish American
Tampico			
Netherlands—			
Amsterdam	December 20–24	*Danaholm*	Swedish American
Rotterdam	January 3–10	*Vasaholm*	Swedish American
Netherlands Antilles—			
Curaçao	December 5–10	**Svaneholm*	Swedish American
	December 24–30	**Vigor*	Swedish American
Norway—			
Oslo	December 20–21	*Mormacisle*	Montreal Shipping
Oslo	December 20–24	*Danaholm*	Swedish American
Kristiansand	January 3–10	*Vasaholm*	Swedish American
Stavanger			
Bergen			

Destination	Loading Date	Vessel	Operator or Agent
Philippines—			
Manila	December 10–14	*Steel Seafarer*	Isthmian Steamships
Manila	December 10–14	*Anna Maersk*	Robert Reford
Iloilo	December 10–14	*Anna Maersk*	Robert Reford
Cebu	December 27–31	*Olga Maersk*	Robert Reford
Pakistan—			
Karachi	December 15–24	*Rockside*	Canada Asiatic
Poland—			
Gdynia	December 20–21	*Mormacisle*	Montreal Shipping
Puerto Rico—	December 5–10	**Svaneholm*	Swedish American
San Juan	December 12–13	**Sunprince*	Saguenay Terminals
	December 24–30	**Vigor*	Swedish American
Saudi Arabia—			
Jeddah	December 9–13	*Sommelsdijk*	Cunard Donaldson
Siam—	December 10–14	*Anna Maersk*	Robert Reford
Bangkok	December 10–14	*Steel Seafarer*	Isthmian Steamships
	December 27–31	*Olga Maersk*	Robert Reford
	December 9–13	*Sommelsdijk*	Cunard Donaldson
	December 10–14	*Steel Seafarer*	Isthmian Steamships
Singapore	December 10–14	*Anna Maersk*	Robert Reford
	December 19–23	*Steel Architect*	Isthmian Steamships
	December 27–31	*Olga Maersk*	Robert Reford
Sweden—			
Gothenburg	December 20–21	*Mormacisle*	Montreal Shipping
Stockholm			
Malmo			
Gothenburg	December 20–24	*Danaholm*	Swedish American
Malmo	January 3–10	*Vasaholm*	Swedish American
Stockholm			
Norrkoping			
United Kingdom—			
Avonmouth	December 3–8	*Eucadia*	Furness Withy
Swansea	December 16–21	*Bristol City*	Furness Withy
	December 8–12	*Franconia* (r)	Cunard Donaldson
Liverpool	December 15–20	*Seaboard Star*	March Shipping
	December 17–21	*Nova Scotia* (r)	Furness Withy
Uruguay—			
Montevideo	December 5–6	*Mormacsea*	Montreal Shipping
Venezuela—	December 5–10	**Svaneholm*	Swedish American
La Guaira	December 12–13	**Sunprince*	Saguenay Terminals
Maracaibo	December 24–30	**Vigor*	Swedish American
Puerto Cabello			
West Indies—			
Antigua	Nov. 29–Dec. 8	*Alcoa Pointer*	Alcoa Steamships
Barbados	December 2–9	**Canadian Challenger*	Canadian National
Bermuda	December 13–22	*Alcoa Pegasus*	Alcoa Steamships
British Guiana	December 16–23	**Lady Rodney* (r)	Canadian National
Dominica	Dec. 27–Jan. 5	*A Ship*	Alcoa Steamships
Grenada	January 4–11	**Lady Nelson* (r)	Canadian National
Montserrat	January 9	**Canadian Challenger*	Canadian National
St. Kitts	January 10–19	*A Ship*	Alcoa Steamships
St. Lucia			
St. Vincent			
Trinidad			
Jamaica	December 6	*Canadian Cruiser*	Canadian National
	December 22	*Canadian Constructor*	Canadian National
Bahamas	January 3	*Canadian Cruiser*	Canadian National
	January 17	*Canadian Constructor*	Canadian National
Jamaica	December 17–20	*Dufferin Bell*	Pickford and Black

DEPARTURES FROM SAINT JOHN

* Calls at Halifax.

(r) Indicates refrigerated cargo space.

Destinaiion	Loading Date	Vessel	Operator or Agent
Africa—South and East—			
Cape Town	December 3–13	*Cabano*	Elder Dempster
Port Elizabeth	December 20	*Sagaland*	Shipping Limited
East London	December 26–31	*Thorsisle*	Kerr Steamships
Durban	January 4–14	*Chandler*	Elder Dempster
Lourenço Marques	January 20–28	*Thorstrand*	Kerr Steamships
Beira			
Mombasa	December 26–31	*Thorsisle*	Kerr Steamships
	January 20–28	*Thorstrand*	Kerr Steamships
Australia—			
Brisbane	January	*Ottawa Valley*	Montreal Australia New Zealand Line
Sydney			
Geelong			
Melbourne			
Adelaide			
Belgium—	December 5–9	*Saint Malo*	Furness Withy
	December 17	*Prins Philip Willem*	Shipping Limited
Antwerp	December 20	*Hada County*	Canada Steamships
	December 22–29	*Wanstead*	Cunard Donaldson
	December 30	**Beavercove* (r)	Canadian Pacific
	January 5	**Beaverglen* (r)	Canadian Pacific
	January 15	**Beaverdell* (r)	Canadian Pacific
Ceylon—	December 10–15	*City of Perth*	McLean Kennedy
Colombo	January 5–10	*City of Poona*	McLean Kennedy
France—	December 5–9	*Saint Malo*	Furness Withy
	December 17	*Prins Philip Willem*	Shipping Limited
Le Havre	December 20	*Hada County*	Canada Steamships
Marseilles	December 20–23	*Capo Arma*	Furness Withy
Germany—	December 17	*Prins Philip Willem*	Shipping Limited
Hamburg	December 22–29	*Wanstead*	Cunard Donaldson
Hong Kong	December 15–20	*City of Philadelphia*	McLean Kennedy
India—	December 10–15	*City of Perth*	McLean Kennedy
Bombay	January 5–10	*City of Poona*	McLean Kennedy
Madras			
Calcutta			
Cochin			
Ireland—	December 18–22	*Ramore Head*	McLean Kennedy
Dublin	December 24–28	*Lord O'Neil*	McLean Kennedy
Italy—			
West Coast Ports	December 20–23	*Capo Arma*	Furness Withy
Netherlands—	December 17	*Prins Philip Willem*	Shipping Limited
Amsterdam	December 20	*Hada County*	Canada Steamships
Rotterdam	December 22–29	*Wanstead*	Cunard Donaldson
New Zealand—	January	*Pipiriki*	Montreal Australia New Zealand Line
Auckland			
Wellington			
Lyttelton			
Dunedin			
Northern Ireland—			
Belfast	December 20–24	*Torr Head*	McLean Kennedy
Pakistan—	December 10–15	*City of Perth*	McLean Kennedy
Karachi	January 5–10	*City of Poona*	McLena Kennedy

DEPARTURES FROM SAINT JOHN—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Philippines—			
Manila	December 15–20	*City of Philadelphia*	McLean Kennedy
Singapore	December 15–20	*City of Philadelphia*	McLean Kennedy
United Kingdom—			
Avonmouth	December 15–21	*Dorelian*	Cunard Donaldson
	December 21–27	*Moveria* (r)	Cunard Donaldson
Glasgow	December 5–12	*Delilian* (r)	Cunard Donaldson
	December 16–22	*Salacia* (r)	Cunard Donaldson
Hull	December 20–24	*Bassano* (r)	McLean Kennedy
	December 27–30	*Consuelo* (r)	McLean Kennedy
Leith	December 9–14	*Cairnavon*	Furness Withy
Newcastle	December 24–29	*Cairnesk*	Furness Withy
Liverpool	December 8–14	*Fort Miami*	Cunard Donaldson
	December 17	**Beaverburn* (r)	Canadian Pacific
	December 17–23	*Arabia* (r)	Cunard Donaldson
	December 18–22	*Ramore Head*	McLean Kennedy
	December 20–24	*Torr Head*	McLean Kennedy
	December 23–30	*Fort Cadotte*	Cunard Donaldson
	December 24–28	*Lord O'Neill*	McLean Kennedy
	December 31	**Empress of Canada* (r)	Canadian Pacific
	January 7	**Beaverford*	Canadian Pacific
	January 18	**Empress of France* (r)	Canadian Pacific
London	December 9–15	*Fort Musquarro*	Cunard Donaldson
	December 15–21	*Hillcrest Park*	Cunard Donaldson
	December 21–27	*Asia* (r)	Cunard Donaldson
	December 23	**Beaverlake* (r)	Canadian Pacific
	Dec. 26–Jan. 2	*Fort Spokane*	Cunard Donaldson
	December 30	**Beavercove* (r)	Canadian Pacific
	January 5	**Beaverglen* (r)	Canadian Pacific
	January 15	**Beaverdell* (r)	Canadian Pacific
Manchester	December 7–10	*Manchester Commerce* (r)	Furness Withy
	December 14–17	*Manchester Port* (t)	Furness Withy
	December 21–24	*Manchester City* (r)	Furness Withy

DEPARTURES FROM VANCOUVER

Ships listed under "Departures from Vancouver" may possibly be loading in addition at New Westminster. Exporters should communicate with agents in Vancouver to obtain information concerning loading dates, berths, available cargo space and rates.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa—South and East—			
Cape Town	December 10	*Silveroak*	Dingwall Cotts
Port Elizabeth	January 10	*Limburg*	Dingwall Cotts
East London			
Durban			
Argentina—			
Buenos Aires	December 8	*Mormacsun*	Balfour Guthrie
Australia—			
Sydney	December 15	*Alameda*	Dingwall Cotts
Melbourne			
Sydney	Mid-December	*Kanangoora*	Empire Shipping
Melbourne	January 1	*A Ship*	Empire Shipping
Adelaide			
Sydney	December	*Kronviken*	Seaboard Shipping
	December 16	*Aorangi*	Canadian Australasian

Destination	Loading Date	Vessel	Operator or Agent
Australia—Con.			
Hobart	December 20	*Waikawa*	Canadian Australasian
Melbourne			
Sydney			
Belgium—	Early December	*Eastwave*	Anglo-Canadian
Antwerp	December	*Dalerdyk*	Royal Mail Lines
	December 9	*Colombia* (r)	Gardner Johnson
	December 26	*Guayana* (r)	Gardner Johnson
	December 28	*Washington*	Empire Shipping
Brazil—			
Rio de Janeiro	December 8	*Mormacsun*	Balfour Guthrie
Santos			
Canal Zone—	December 10	*Santa Adela*	Gardner Johnson
Balboa	December 12	*Bullaren*	Empire Shipping
Panama City	December 16	*Coastal Adventurer*	Gardner Johnson
	December 27	*Gunner's Knot*	Gardner Johnson
Cristobal	December 16	*Coastal Adventurer*	Gardner Johnson
	December 27	*Gunner's Knot*	Gardner Johnson
Balboa	December 8	*Mormacsun*	Balfour Guthrie
Cristobal			
Ceylon—	December 24	*Lawak*	Dingwall Cotts
Colombo	January 4	*Silvermaple*	Dingwall Cotts
Chile—			
Arica	December 10	*Santa Adela*	Gardner Johnson
Antofagasta			
Valparaiso			
China—	December 15–16	*American Mail*	Canadian Blue Star
Shanghai	December 23–24	*Washington Mail* (r)	Canadian Blue Star
Colombia—	December 10	*Santa Adela*	Gardner Johnson
Barranquilla	December 12	*Bullaren*	Empire Shipping
	December 16	*Coastal Adventurer*	Gardner Johnson
	December 27	*Gunner's Knot*	Gardner Johnson
Cartagena	December 8	*Mormacsun*	Balfour Guthrie
Buenaventura	December 10	*Santa Adela*	Gardner Johnson
Costa Rica—	December 12	*Glimmaren*	Empire Shipping
Puntarenas	December 16	*Coastal Adventurer*	Gardner Johnson
	December 27	*Gunner's Knot*	Gardner Johnson
Ecuador—			
Guayaquil	December 10	*Santa Adela*	Gardner Johnson
El Salvador—	December 10	*Santa Adela*	Gardner Johnson
La Libertad	December 12	*Bullaren*	Empire Shipping
La Union	December 16	*Coastal Adventurer*	Gardner Johnson
	December 27	*Gunner's Knot*	Gardner Johnson
Fiji Islands—			
Suva	December 16	*Aorangi*	Canadian Australasian
France—			
Le Havre			
Bordeaux	December 28	*Washington*	Empire Shipping
Dunkirk			
Germany—	December 9	*Colombia* (r)	Gardner Johnson
Hamburg	December 26	*Guayana*	Gardner Johnson

Destination	Loading Date	Vessel	Operator or Agent
Guam	Early December	*Constitution State*	Anglo-Canadian
Guatemala—			
San Jose	December 10	*Santa Adela*	Gardner Johnson
San Jose	December 12	*Bullaren*	Empire Shipping
Guatemala City	December 16	*Coastal Adventurer*	Gardner Johnson
Guatemala City	December 27	*Gunner's Knot*	Gardner Johnson
Hawaii—			
Honolulu	December 16	*Aorangi*	Canadian Australasian
Honolulu	December	*Hawaiian Lumberman*	Dingwall Cotts
Honolulu	December	*Hawaiian Logger*	Dingwall Cotts
Hong Kong	December	*Serampore*	Johnson Walton
Hong Kong	December	*Colorado*	Dodwell Company
Hong Kong	December	*Skaubo*	Canada Shipping
Hong Kong	December 12	*Francisville*	Balfour Guthrie
Hong Kong	December 15–16	*American Mail*	Canadian Blue Star
Hong Kong	December 23–24	*Washington Mail* (r)	Canadian Blue Star
India—			
Bombay	December 24	*Lawak*	Dingwall Cotts
Madras	December 14	*Höegh Trader*	Dingwall Cotts
Calcutta	Late December	*King David*	Canada Transport
Calcutta	January 14	*Singkep*	Dingwall Cotts
Bombay	January 4	*Silvermaple*	Dingwall Cotts
Calcutta	January 4	*Silvermaple*	Dingwall Cotts
Madras	December 9–10	*India Mail*	Canadian Blue Star
Indonesia—			
Batavia	December 14	*Höegh Trader*	Dingwall Cotts
Samarang	December 24	*Lawak*	Dingwall Cotts
Soerabaya	January 4	*Silvermaple*	Dingwall Cotts
Cheribon	January 14	*Singkep*	Dingwall Cotts
Batavia	December 12	*Francisville*	Balfour Guthrie
Israel—			
Tel-Aviv	Mid-December	*Longview Victory*	Empire Shipping
Haifa	Mid-December	*Longview Victory*	Empire Shipping
Japan—			
Yokohama	Early December	*Constitution State*	Anglo-Canadian
Yokohama	December 9–10	*India Mail*	Canadian Blue Star
Yokohama	December	*Colorado*	Dodwell Company
Yokohama	December	*Skaubo*	Canada Shipping
Malaya—			
Penang	December 9–10	*India Mail*	Canadian Blue Star
Penang	December 12	*Francisville*	Balfour Guthrie
Port Swettenham	December 23–24	*Washington Mail* (r)	Canadian Blue Star
Port Swettenham	January 4	*Silvermaple*	Dingwall Cotts
Mexico—			
Manzanillo	December 16	*Coastal Adventurer*	Gardner Johnson
Acapulco	December 27	*Gunner's Knot*	Gardner Johnson
Netherlands—			
Rotterdam	December 28	*Washington*	Empire Shipping
Amsterdam	December	*Dalerdyk*	Royal Mail Lines
Netherlands Antilles—			
Curaçao	December 8	*Mormacsun*	Balfour Guthrie
New Zealand—			
Auckland	December 20	*Waikawa*	Canadian Australasian
Wellington	December 20	*Waikawa*	Canadian Australasian
Auckland	December 15	*Alameda*	Dingwall Cotts
Auckland	December 16	*Aorangi*	Canadian Australasian

DEPARTURES FROM VANCOUVER—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Pakistan—			
Karachi	December 24	*Lawak*	Dingwall Cotts
Persian Gulf	December	*Atlantic Breeze*	Anglo-Canadian
	December 24	*Lawak*	Dingwall Cotts
Peru—			
Callao	December 10	*Santa Adela*	Gardner Johnson
Philippines—	December 9–10	*India Mail*	Canadian Blue Star
	December 12	*Francisville*	Balfour Guthrie
	December	*Serampore*	Johnson Walton
Manila	December	*Colorado*	Dodwell Company
	December 14	*Höegh Trader*	Dingwall Cotts
Iloilo	December	*Skaubo*	Canada Shipping
Cebu	December 15–16	*American Mail*	Canadian Blue Star
	December 23–24	*Washington Mail* (r)	Canadian Blue Star
	December 24	*Lawak*	Dingwall Cotts
	January 4	*Silvermaple*	Dingwall Cotts
	January 14	*Singkep*	Dingwall Cotts
Singapore	December 9–10	*India Mail*	Canadian Blue Star
	December 12	*Francisville*	Balfour Guthrie
	December 14	*Höegh Trader*	Dingwall Cotts
	December 24	*Lawak*	Dingwall Cotts
	January 4	*Silvermaple*	Dingwall Cotts
	January 14	*Singkep*	Dingwall Cotts
Sweden—			
Stockholm, Gothenburg, Malmo	December 9	*Colombia* (r)	Gardner Johnson
	December 26	*Guayana*	Gardner Johnson
Taiwan	December	*Tung Ping*	Anglo-Canadian
Trinidad—			
Port-of-Spain	December 8	*Mormacsun*	Balfour Guthrie
United Kingdom—			
London	December	*Dalerdyk*	Royal Mail Lines
Manchester	Mid-December	*Pacific Fortune* (r)	Furness Withy
	Early January	*Brazilian Prince*	Furness Withy
	Early January	*Pacific Liberty*	Furness Withy
Unstated Ports	Early December	*Hope Park*	Anglo-Canadian
	Early December	*Enseneda*	Anglo-Canadian
	Early December	*Eleni Stathatos*	Empire Shipping
	December 9	*Lakonia*	Balfour Guthrie
	December 9	*Colombia* (r)	Gardner Johnson
	December 9	*Lake Tatla*	Empire Shipping
	December 22	*Cape Howe*	Balfour Guthrie
	December 26	*Guayana* (r)	Gardner Johnson
	January 7	*Lismoria*	Balfour Guthrie
Uruguay—			
Montevideo	December 8	*Mormacsun*	Balfour Guthrie
Venezuela—			
Maracaibo	December 16	*Coastal Adventurer*	Gardner Johnson
	December 27	*Gunner's Knot*	Gardner Johnson
Puerto Cabello	December 8	*Mormacsun*	Balfour Guthrie
Maracaibo, Puerto Cabello, La Guaira	December 15	*Bullaren*	Empire Shipping

Services to Newfoundland

Transportation is a major factor in the economy of Newfoundland, which is served by a number of steamship services operating the year round from Halifax and North Sydney, and from Montreal during the season of open navigation on the St. Lawrence. Trans-Canada Air Lines also maintains a daily service between Montreal and St. John's, via Moncton, N.B., and Sydney, N.S. Boston is likewise connected with St. John's, via Yarmouth, N.S., Saint John, N.B., and Halifax, N.S. Steamship companies, ports of call and the frequency of their services are as follows:

Charlottetown to Corner Brook, etc.	Fortnightly	PEI Industrial Corporation
Halifax to St. John's	Weekly	Furness Red Cross Line
Halifax to St. John's	Every three weeks	Furness Warren Line
Halifax to St. John's	Every ten days	Newfoundland-Canada Steamships
Halifax to St. John's	Fortnightly	Rowlings
Halifax to St. John's	Weekly	Shaw Steamships
Halifax to St. John's	Fortnightly	Blue Peter Steamships
North Sydney to Port aux Basques	Daily, except Sunday	Canadian National Railways
Saint John to St. John's	Weekly	Furness Red Cross Line
Saint John and Halifax to St. John's	Every three weeks	Blue Peter Steamships
Saint John to St. John's	Fortnightly	Blue Peter Steamships

Commodity Imports Into Northern Rhodesia Higher

Commodities imported into Northern Rhodesia during the period January-June, 1949, were valued at £9,773,059, compared with £7,076,317 during the first six months of last year. Exports increased from £14,300,473 in January-June, 1948, to £17,598,864 in the corresponding period of this year.—(*Barclays Bank Review*)

Agricultural Colleges of New Zealand of Interest to Canadians

Wellington, October 5, 1949.—(FTS)—Canterbury Agricultural College, in the South Island, and Massey Agricultural College, in the North Island, offer courses of graduate study in agriculture to Canadian students, special attention being devoted to sheep raising, dairy farming and pasture production. The former offers degree and diploma courses in agriculture, diploma courses in horticulture and valuation and farm management, while the latter offers degree and diploma courses in agriculture, diploma courses in dairy farming, horticulture and wool classing, and non-diploma courses in poultry, for milk technicians and rural cadets. Both colleges give a series of short courses in various branches of agriculture.

Fees for the degree of B.Agr.Sc. at both colleges was the equivalent of $90 last year, while those for the degree of M.Agr.Sc. were the equivalent of $50. The cost of room and board per week was about $8.75 Canadian. Lecture fees for other courses varied with the extent and length of the course. There are a number of bursaries and scholarships available to New Zealand students who wish to attend the agricultural colleges of New Zealand, thereby assisting young men without the necessary financial resources to obtain training in agriculture.

The Canterbury Agricultural College farm consists of 1,264 acres, of which approximately one thousand acres are devoted to farming with crops, pastures and livestock, while there are about 150 acres reserved for research activities, mainly carried out by the Wheat Research Institute and Agronomy and Grasslands Divisions of the New Zealand Department of Scientific and Industrial Research.

At Massey Agricultural College, there are two farms that cover areas of 1,100 acres and 1,050 acres. The dairy herd consists of some 150 cows, made up of purebred and grade Jersey, Friesian and Ayrshire cattle, and considerable research in dairy farming is under way.

Foreign Trade Service

Head Office Directory

The work of the Service is co-ordinated by an executive committee, of which the undernoted directors are members, and the Deputy Minister of the Department of Trade and Commerce is chairman.

Head office personnel, to whom requests should be addressed for specific information concerning their respective divisions, with local government telephone numbers in parentheses, are as follows:

Trade Commissioner Service

Director, G. R. Heasman (2530)

Assistant Director, H. W. Cheney (3058)

Area Officers—
Asia—C. R. Gallow (5249)
Commonwealth (4404)
Europe—K. Nyenhuis (4404); R. W. Rosenthal (7641); R. T. Young (4404)
Latin America—A. Savard (7641)

Western Representative—L. M. Cosgrave, 355 Burrard St., Vancouver, B.C.

Newfoundland Representative—W. F. Rendell, Stott Bldg., St. John's, Newfoundland.

Agricultural Officer (6800)

Commodities Branch

Director, W. F. Bull (6748)

Export Permit Branch—Chief, W. F. Bull; Assistant Chief, T. G. Hills (3640)

Export Division

Acting Director, G. A. Newman (5983)

Assistant to Director, A. E. Fortington (5670)

Foods Section—Chief, H. A. Gilbert (2380)
Dairy and poultry products, K. L. Melvin (3172)
Fish and fish products, T. R. Kinsella (7385)
Livestock and animal products, D. G. W. Douglas (5859)
Plants and products, G. F. Clingan (7523)

Machinery, Metals and Chemicals Section—Chief, E. C. Thorne (4082)
Agricultural and food processing equipment and aircraft, J. D. Moorman (7168)
Automotive equipment and construction machinery, H. B. Scully (6519)
Chemicals and allied products, S. G. Barkley (7601)
Electrical and electronic equipment, F. Manly Haines (5167)
Iron and steel products, L. G. Dornan (7060)
Machinery and industrial equipment, E. C. Thorne (4082)
Non-ferrous metals, A. M. Tedford (7546)

Textiles, Leather and Rubber Section—Chief, G. R. Poley (3004)
Leather, rubber and products, E. G. Gerridzen (3004)
Textiles and apparel, G. R. Poley (3004) and E. G. Gerridzen (3004)

Wood and Paper Section—Chief, G. H. Rochester (4447)
Paper and products, E. Clarke (6974) and N. R. Chappell (7366)
Wood and products, G. H. Rochester (4447) and J. C. Dunn (4863)

General Products Section—Chief, W. H. Grant (3209)
General manufactured products, R. J. Handy (3209)
General products, W. H. Grant (3209)
Consumer metal products, E. L. Smith (5666)
Miscellaneous manufactured products, P. G. Jones (4160)

Exporters' Directory—Chief, G. L. Tighe (6681)

Token Shipments to United Kingdom—A. E. Fortington (5670)

Foreign Trade Service

Head Office Directory—*Concluded*

Import Division

Director, Denis Harvey (5417)
Assistant Director, C. F. McGinnis (7163)

Raw Materials Section—Chief, C. F. McGinnis (7163)
Coal, iron and steel, A. J. Langdon (6905)
Fibres and textiles, A. C. Fairweather (7815)
Beverages and grocery products, E. B. Paget (4161)
Hides, skins, leather and rubber, F. T. Carten (4965)
Non-ferrous metals and non-metallic minerals, F. T. Carten (4965)
Non-metallic minerals, A. J. Langdon (6905)
Oils and fats, Dr. R. T. Elworthy (5177)

Manufactured Goods Section—Chief, H. B. Scully (6519)
G. C. Clarke (3873), G. W. Rahm (6958) and P. E. Jensen (5337)

Marketing Research—D. B. Wallace (5245)

Trade Services Section—Chief, A. J. Langdon (6905)
Commodity research and trade statistics, A. J. Langdon (6905)
Foreign export controls, W. G. Hopkins (6552)
Trade services directory, A. J. Langdon (6905)

Importers' Directory, G. A. Plant (5823)

Transportation and Communications Division

Director, G. S. Hall (6236)
Traffic Section, J. H. Longfellow (7835)

Commercial Relations and Foreign Tariffs Division

Director, H. R. Kemp (5151 and 7696)

Treaty Research Section—Acting Chief, A. L. Neal (7696 and 5151)

Foreign Tariffs Section—Chief, G. C. Cowper (2250)
United States, G. C. Cowper (2250)
Commonwealth, Miss H. K. Potter (2250)
Europe, E. J. McMeekin (5642)
Latin America, H. V. Jarrett (5642)

Industrial Development Division

Director, G. D. Mallory (3819)
Assistant Director, B. R. Hayden (7886)
Administrative Officer, J. H. Boyd (7886)

Publicity Division

Director, B. C. Butler (2479)
Assistant Director, J. Fergus Grant (2186)

News Section—A. H. Newman (6588)

Associated Agencies Concerned With Development of Foreign Trade

Import Control Branch

No. 1 Temporary Building, Wellington Street, Ottawa

Director, J. S. Irvin (3924)

Import Allotment Division, Director, W. E. McDermott (5861)
Capital Goods Division, Director, Sheldon Ross (5515)
Project Division, Director, A. F. Cunningham (5541)

Canadian Government Exhibition Commission

479 Bank Street, Ottawa

Director, Glen Bannerman (3558)

Responsible for arrangements concerning participation by Canada in all exhibitions, display promotions and trade fairs outside Canada, and for international trade fairs held in Canada; advises individual firms in the display of their commodities in foreign countries.

Assistant Director, F. P. Cosgrove (7818)

Wheat and Grain Division

Director, C. F. Wilson (5648)

Assists foreign governments in purchasing Canadian wheat, flour and other cereals. Maintains constant survey of Canada's grain position. Liaison for Department of Trade and Commerce with Canadian Wheat Board.

Assistant Director, G. N. Vogel (5830)

Canadian Commercial Corporation

No. 2 Temporary Building, 70 Lyon Street, Ottawa

Managing Director, W. D. Low (3736)

Serves as a purchasing agent in Canada for governments of other countries and for international bodies; and, on request, for federal government departments in connection with foreign trade. Facilities of the Corporation are utilized in the purchase of supplies for the Department of National Defence and those required for defence projects. Cable address—Cancomco.

Secretary, J. D. McCarthy (4955)
Comptroller, G. F. Wevill (5316)
General Purchasing Agent, W. J Atkinson (5767)

Export Credits Insurance Corporation

107 Sparks Street, Ottawa

General Manager, H. T. Aitken (2-4828)

Provides exporters with protection against the principal risks of loss involved in foreign trade, and insures them against the insolvency of the foreign buyer, protracted default in payment by the buyer when the goods have been duly accepted by him, and difficulties in the transfer of exchange, preventing the Canadian exporter from receiving payment for goods he has sold. Cable address—Excredcorp.

Chief Credit Officer, A. W. Thomas (2-4828)
Secretary, T. Chase-Casgrain (2-4828)

Foreign Trade Service Abroad

Officers of the Canadian Trade Commissioner service are located in thirty-eight countries. Trade Commissioners are responsible to headquarters in Ottawa for the development of commercial relations with many other countries within their respective territories, as set forth in the alphabetical list below.

It is recommended that prospective exporters and importers should communicate with the Director of the Trade Commissioner Service, in Ottawa, before discussing their various problems with Trade Commissioners, as much of the information required can be made available to them by officers at headquarters responsible for the various geographical areas.

Country	Post Responsible
Algeria	Paris
Angola	Leopoldville
Argentina	Buenos Aires
Australia	Sydney and Melbourne
Austria	Berne
Azores	Lisbon
Bahamas	Kingston, Jamaica
Barbados	Port of Spain
Belgian Congo	Leopoldville
Belgium	Brussels
Bermuda	New York
Bolivia	Santiago, Chile
Brazil	Rio de Janeiro and Sao Paulo
British Guiana	Port of Spain
British Honduras	Kingston, Jamaica
Brunei	Singapore
Burma	Bombay
Canal Zone	Bogotá, Colombia
Canary Islands	Lisbon
Ceylon	Bombay
Chile	Santiago
China	Shanghai
Colombia	Bogotá
Costa Rica	Guatemala City
Cuba	Havana
Cyprus	Cairo, Egypt
Czechoslovakia	Berne
Denmark	Oslo, Norway
Dominican Republic	Havana, Cuba
Ecuador	Lima, Peru
Egypt	Cairo
El Salvador	Guatemala City
England	London and Liverpool
Falkland Islands	Buenos Aires
Federation of Malaya	Singapore
Fiji	Wellington, New Zealand
Finland	Stockholm
France	Paris
French Equatorial Africa	Leopoldville
French Guiana	Port of Spain
French Indo-China	Hong Kong
French Morocco	Paris
French West Indies	Port of Spain
Gambia	London
Gibraltar	Lisbon
Gold Coast	London
Greece	Athens
Greenland	Oslo
Guatemala	Guatemala City
Haiti	Havana, Cuba
Hawaii	Los Angeles
Hong Kong	Hong Kong
Hungary	Berne
Iceland	Glasgow
India	New Delhi and Bombay
Indonesia	Singapore
Iran (Persia)	Karachi
Iraq (Mesopotamia)	Cairo
Ireland	Dublin
Israel	Athens
Italy	Rome
Jamaica	Kingston
Kenya	Johannesburg
Leeward Islands	Port of Spain
Libya	Rome
Luxemburg	Brussels
Madagascar	Cape Town
Maderia	Lisbon
Malta	Rome
Mauritius	Cape Town
Mexico	Mexico City
Netherlands	The Hague
Netherlands Guiana	Port of Spain
Netherlands Antilles	Caracas, Venezuela
New Zealand	Wellington
Nicaragua	Guatemala City
Nigeria	London
North Borneo	Singapore
Northern Ireland	Belfast
Northern Rhodesia	Johannesburg
Norway	Oslo
Nyasaland	Johannesburg
Pakistan	Karachi
Panama	Bogotá, Colombia
Paraguay	Buenos Aires
Peru	Lima
Philippine Islands	Hong Kong
Portugal	Lisbon
Portuguese East Africa	Johannesburg
Puerto Rico	Havana, Cuba
Sarawak	Singapore
Scotland	Glasgow
Sierra Leone	London
Singapore	Singapore
South Africa	Johannesburg and Cape Town
South China	Hong Kong
South-West Africa	Cape Town
Southern Rhodesia	Johannesburg
Spain	Lisbon
Spanish Morocco	Lisbon
Sudan	Cairo
Sweden	Stockholm
Switzerland	Berne
Syria	Cairo
Tanganyika	Johannesburg
Tasmania	Melbourne
Thailand	Singapore
Trinidad	Port of Spain
Tunisia	Paris
Turkey	Istanbul
Uganda	Johannesburg
United States	Washington, New York, Boston, Detroit, Chicago, Los Angeles San Francisco
United Kingdom	London, Liverpool and Glasgow
Uruguay	Buenos Aires
Venezuela	Caracas
Wales	Liverpool
Western Samoa	Wellington, New Zealand
Windward Islands	Port of Spain
Yugoslavia	Rome

Foreign Trade Service Abroad

Cable address:—Canadian, unless otherwise shown.
Note.—Bentley's Second Phase Code is used by Canadian Trade Commissioners.

Argentina

Buenos Aires—H. L. Brown, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.
Territory includes Uruguay and Paraguay.

Buenos Aires—W. B. McCullough, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Bartolomé Mitre 478.

Australia

Sydney—C. M. Croft, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.
Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

Melbourne—F. W. Fraser, Commercial Secretary for Canada, 83 William Street.
Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

Belgian Congo

Leopoldville—L. H. Ausman, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boîte Postale 373.
Territory includes Angola and French Equatorial Africa.

Belgium

Brussels—B. A. Macdonald, Commercial Counsellor, Canadian Embassy, 46 rue Montoyer.
Territory includes Luxembourg.

Brazil

Rio de Janeiro—Acting Commercial Secretary, Canadian Embassy, Edificio Metropole. Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

São Paulo—Acting Commercial Secretary for Canada, Canadian Consulate, Edificio Alois, Rua 7 de Abril, 252. Address for letters: Caixa Postal 6034.

Chile

Santiago—E. H. Maguire, Commercial Secretary, Canadian Embassy, Bank of London and South America Building. Address for letters: Casilla 771.
Territory includes Bolivia.

China

Shanghai—B. I. Rankin, Acting Commercial Secretary for Canada, 27 The Bund, Postal District (0).

Colombia

Bogotá—H. W. Richardson, Canadian Government Trade Commissioner, Edificio Colombiana de Seguros. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.
Territory includes Republic of Panama and the Canal Zone.

Cuba

Havana—A. W. Evans, Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.
Territory includes Haiti, Dominican Republic and Puerto Rico.

Egypt

Cairo—J. M. Boyer, Canadian Government Trade Commissioner, 22 Sharia Kasr el Nil. Address for letters: Post Office Box 1770.
Territory includes Aden, Anglo-Egyptian Sudan, Cyprus, Ethiopia, Iraq, Lebanon, Saudi Arabia, Syria and the Hashemite Kingdom of the Jordan.

France

Paris—J. P. Manion, Commercial Secretary, Canadian Embassy. Address for letters: 3 rue Scribe.
Territory includes Algeria, French Morocco and Tunisia.

Paris—J. H. Tremblay, Commercial Secretary (Agricultural Specialist), Canadian Embassy. Address for letters: 3 rue Scribe.

Germany

Frankfurt am Main—B. J. Bachand, Canadian Commercial Representative, Canadian Consulate, 145 Fuerstenbergerstrasse.
Cable address, Canadian Frankfurt-Main.

Greece

Athens—T. J. Monty, Commercial Secretary, Canadian Embassy, 31 Vassilissis Sophias Avenue.
Territory includes Israel.

Guatemala

Guatemala City—J. C. Depocas, Canadian Government Trade Commissioner, No. 20, 4th Avenue South. Address for letters: Post Office Box 400.
Territory includes Costa Rica, El Salvador, Honduras and Nicaragua.

Foreign Trade Service Abroad—*Continued*

Hong Kong

Hong Kong—K. F. Noble, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126.

Territory includes South China, the Philippine Islands and French Indo-China.

India

New Delhi—Richard Grew, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 11.

Bombay—R. K. Thomson, Acting Commercial Secretary for Canada, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.

Territory includes Burma and Ceylon.

Ireland

Dublin—H. L. E. Priestman, Commercial Secretary for Canada, 66 Upper O'Connell Street.

Italy

Rome—R. G. C. Smith, Commercial Secretary, Canadian Embassy, Via Saverio Mercadante 15-17.

Territory includes Malta, Yugoslavia and Libya.

Jamaica

Kingston—M. B. Palmer, Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Territory includes the Bahamas and British Honduras.

Japan

Tokyo—J. C. Britton, Commercial Representative, Canadian Liaison Mission, Canadian Legation Building.

Mexico

Mexico City—D. S. Cole, Commercial Counsellor, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

Netherlands

The Hague—J. A. Langley, Commercial Counsellor, Canadian Embassy, Sophialaan 1-A.

The Hague—D. A. B. Marshall, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Sophialaan 1-A.

Territory includes Belgium, Denmark and Luxembourg.

New Zealand

Wellington—P. V. McLane, Commercial Secretary, Office of the High Commissioner for Canada, Government Life Insurance Building. Address for letters: Post Office Box 1660.

Territory includes Fiji and Western Samoa.

Norway

Oslo—S. G. MacDonald, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5.

Territory includes Denmark and Greenland.

Pakistan

Karachi—G. A. Browne, Canadian Government Trade Commissioner, The Cotton Exchange, McLeod Road. Address for letters: Post Office Box 531.

Territory includes Iran and Afghanistan.

Peru

Lima—R. E. Gravel, Acting Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.

Territory includes Ecuador.

Portugal

Lisbon—L. S. Glass, Canadian Government Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.

Territory includes the Azores and Madeira, Spain, Spanish Morocco, the Canary Islands and Gibraltar.

Singapore

Singapore—Paul Sykes, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.

Territory includes Federation of Malaya, Indonesia, North Borneo, Brunei, Sarawak and Thailand.

South Africa

Johannesburg—S. V. Allen, Commercial Secretary for Canada, Mutual Building, Harrison Street. Address for letters: Post Office Box 715.

Territory includes Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, Kenya, Nyasaland, Tanganyika and Uganda.

Cable address, Cantracom.

Foreign Trade Service Abroad—*Concluded*

Cape Town—C. B. Birkett, Commercial Secretary for Canada, New South African Mutual Buildings, 21 Parliament Street. Address for letters: Post Office Box 683.

Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.

Cable address, Cantracom.

Sweden

Stockholm—D. B. Mundy, Acting Commercial Secretary, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.

Territory includes Finland.

Switzerland

Berne—Yves Lamontagne, Commercial Counsellor, Canadian Legation, Thunstrasse 95.

Territory includes Austria, Czechoslovakia and Hungary.

Trinidad

Port-of-Spain—T. G. Major, Canadian Government Trade Commissioner, 43 St. Vincent Street. Address for letters: Post Office Box 125.

Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana and the French West Indies.

Turkey

Istanbul—G. F. G. Hughes, Acting Commercial Secretary for Canada, 20 Yeni Carsi Caddesi, Beyoglu. Address for letters: Post Office Box 2220, Beyoglu.

United Kingdom

London—A. E. Bryan, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Sleighing, London.

London—R. P. Bower, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Territory includes the South of England, East Anglia and the British West Africa (Gold Coast, Sierra Leone and Nigeria).

Cable address, Sleighing, London.

London—W. B. Gornall, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Cañada House, Trafalgar Square, S.W.1.

Cable address, Cantracom, London.

London—R. D. Roe, Commercial Secretary (Timber Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Timcom, London.

Liverpool—M. J. Vechsler, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.

Territory includes the Midlands, North of England and Wales.

Glasgow—J. L. Mutter, Canadian Government Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Iceland.

Cable address, Cantracom.

Belfast—H. L. E. Priestman, Canadian Government Trade Commissioner, 36 Victoria Square.

Territory covers Northern Ireland.

United States

Washington—J. H. English, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

Washington—G. R. Paterson, Agricultural Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

New York City—M. T. Stewart, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Center.

Territory includes Bermuda.

Cable address, Cantracom.

New York City—M. B. Bursey, Canadian Government Trade Commissioner (Fisheries Specialist), British Empire Building, Rockefeller Center.

Boston—T. F. M. Newton, Consul of Canada, 532 Little Building, 80 Boylston Street, Boston 16.

Detroit—J. J. Hurley, Consul of Canada, Canadian Consulate, 1035 Penobscot Building, Detroit 26, Michigan.

Chicago—Edmond Turcotte, Consul-General of Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

Los Angeles—V. E. Duclos, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

San Francisco—H. A. Scott, Consul-General of Canada, 3rd floor, Kohl Building, 400 Montgomery Street.

Venezuela

Caracas—C. S. Bissett, Canadian Government Trade Commissioner, Canadian Consulate General, 8° Piso, Edificio America, Esquira Veroes.

Territory includes Netherlands Antilles.

Foreign Commercial Representatives in Canada

This directory of Commercial Representatives of Foreign Governments, presently in Canada, is published as a special service to the commercial community. It is requested that any changes in the appointments or addresses be forwarded to the Editor, Foreign Trade.

Argentina—Erasto M. Villa, Commercial Counsellor, Argentine Embassy, 193 Sparks Street, Ottawa. Telephone 6-2351.

Australia—Clifton J. Carne, Australian Government Trade Commissioner, Royal Bank Chambers, 100 Sparks Street, Ottawa. Telephone—5-6717.

F. R. Gullick, Australian Government Trade Commissioner, 643 Hornby Street, Vancouver. Telephone—TAtlow 1177.

Austria—Dr. Frederick Riedl-Riedenstein, Consul-General, 134 Queen Street, Ottawa. Telephone—5-5521.

Belgium—Jean Querton, Consul-General, Room 709, Sun Life Building, Montreal. Telephone—PLateau 8375.

Bolivia—Paul Viau, Consul, 5612 Canterbury Avenue, Montreal. Telephone—ATlantic 3544.

Brazil—Caio de Lima Cavalcanti, Commercial Counsellor, Brazilian Embassy, 4th floor, 111 Sparks Street, Ottawa. Telephone—5-1485.

A. G. de Miranda Netto, Commercial Attaché, Department of Trade and Commerce of Brazil, Suite 111, Aldred Building, 505 Place d'Armes, Montreal. Telephone—HArbour 8627.

British West Indies and British Guiana—C. Rex Stollmeyer, Trade Commissioner, 37 Board of Trade Building, Montreal. Telephone—PLateau 8282.

Chile—First Secretary, Chilean Embassy, Room 215, 56 Sparks Street, Ottawa. Telephone—5-4402.

Mariano Bustos, Consul-General, 1410 Stanley Street, Montreal.

China—Commercial matters in Canada are handled by the Chinese Consulates General in Vancouver, B.C., and Toronto, Ont.; also by the Chinese Consulate in Winnipeg, Man.

Colombia—Carlos Jaramillo, Consul-General, 3757 Wilson Avenue, Montreal 28.

Cuba—Acting Commercial Attaché, Cuban Legation, 499 Wilbrod Street, Ottawa. Telephone—5-6834.

Czechoslovakia—Dr. Miroslav Mares, Commercial Attaché, Czechoslovak Legation, 1255 Phillips Square, Montreal. Telephone—HArbour 4483.

Denmark — Theodor Schultz, Consul, Danish Consulate, Room 812, Keefer Building, 1440 St. Catherine Street West, Montreal. Telephone—PLateau 2030.

Dominican Republic—Julio A. Ricart, Consul-General, 46 Delaware Avenue, Ottawa. Telephone—2-1130.

Ecuador—Camilo J. Andrade, Consul-General, Room 917, 1410 Stanley Street, Montreal. Telephone—PLateau 8473.

France—Pierre Queuille, Commercial Counsellor and Financial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Jacques Humbert, Commercial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Gérard Dubois, Commercial Attaché, French Embassy, 610 St. James Street West, Montreal. Telephone—HArbour 2271.

Greece—Pami Malamaki, Commercial Counsellor, Greek Embassy, Suite 110, Chateau Laurier, Ottawa. Telephone—5-2255.

Haiti—Philippe Cantave, Consul-General, Room 308, 18 Rideau Street, Ottawa. Telephone—2-1272.

India—Gupal Singh, Trade Commissioner, Royal Bank Building, Toronto. Telephone—ELgin 3223.

Ireland—John O'Brien, Official Secretary, Office of the High Commissioner for Ireland, 140 Wellington Street, Ottawa. Telephone—3-6281.

Israel—Avraham Harman, Consul-General of Israel, Bank of Montreal Building, 1260 University Street, Montreal. Telephone—PLateau 2540.

Italy—Dr. P. F. Migone, Commercial Attaché, Italian Embassy, 133 Sparks Street, Ottawa. Telephone—3-3630.

Lebanon—Madim Deméchkie, Consul-General, Consulate of Lebanon, 199 Wurtemburg Street, Ottawa. Telephone—2-3155.

Mexico—Consul-General, Room 507, 1410 Stanley Street, Montreal. Telephone—LAncaster 2502.

Foreign Commercial Representatives in Canada

Netherlands—E. L. Hechtermans, Commercial Secretary, Netherlands Embassy, 168 Laurier Avenue East, Ottawa. Telephone—5-7241.

H. de Vos, Consul, Netherlands Consulate General, Castle Building, 1410 Stanley Street, Montreal. Telephone —PLateau 9682.

A. S. Tuinman, Agricultural Attaché, Netherlands Embassy, 8 Range Road, Ottawa. Telephone—2-4142.

New Zealand—J. A. Malcolm, Trade Commissioner, Room 609, Sun Life Building, Montreal. Telephone — LAncaster 4104.

Norway—Iacob Chr. Prebensen, Commercial Secretary, Norwegian Legation, 1410 Stanley Street, Montreal. Telephone—PLateau 9785.

Pakistan—S. C. Latif, Counsellor, Office of the High Commissioner for Pakistan, 499 Wilbrod Street, Ottawa. Telephone—5-7171.

Peru—Teodosio Cabada, Minister Counsellor for Economic Affairs, 111 Sparks Street, Ottawa. Telephone—2-0626.

Francicso Pardo de Zela, Commercial Attaché, Peruvian Embassy, 111 Sparks Street, Ottawa. Telephone—2-0626.

Poland—T. Wiewiórowski, Commercial Attaché, Polish Legation, 89 Fifth Avenue, Ottawa—Telephone—5-7675.

Portugal—M. L. G. Vieria de Campos de Carvalho, Consul-General, Suite 12, 1499 Bishop Street, Montreal. Telephone—BElair 1607.

Spain—Vicente Trelles, Consul, 451 Mount Pleasant Avenue, Montreal, 6. Telephone—FItzroy 6531.

Sweden—B. A. Frisk, Commercial Attaché, Swedish Legation, 720 Manor Road, Rockcliffe, (Ottawa). Telephone —2-1729.

Switzerland—Henri Zoelly, Secretary, Swiss Legation, 5 Marlborough Avenue, Ottawa. Telephone—5-1837.

Louis Scalabrino, Vice-Consul, Room 1521, Sun Life Building, Montreal. Telephone—PLateau 1878.

I. Sembinelli, Consul, Room 215, 159 Bay Street, Toronto. Telephone—ELgin 4097.

Turkey—Ismail Kavadar, Commercial Attaché, Turkish Embassy, 352 Frank Street, Ottawa. Telephone—6-3033.

Union of South Africa—J. H. Brand, Commercial Secretary, Office of the High Commissioner for the Union of South Africa, 15 Sussex Street, Ottawa. Telephone—2-1771.

Union of Soviet Socialist Republics—M. Kozlov, Representative of the Commercial Counsellor, Embassy of the Union of Soviet Socialist Republics, 285 Charlotte Street, Ottawa. Telephone—5-4341.

United Kingdom of Great Britain and Northern Ireland—R. Keith Jopson, C.M.G., O.B.E., United Kingdom Senior Trade Commissioner and Economic Adviser, to the High Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

A. R. Bruce, O.B.E., Trade Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

M. R. Garner, Trade Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

J. Paterson, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

F. I. Lamb, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

E. M. M. Partridge, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

W. D. Lambie, Trade Commissioner for the Maritime Provinces, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

H. Oldham, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADelaide 2174.

A. P. Timms, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADelaide 2174.

W. G. Coventry, Trade Commissioner, 703 Royal Bank Building, Winnipeg. Telephone—9-3153.

P. S. Young, Trade Commissioner, 850 West Hastings Street, Vancouver. Telephone—PAcific 4644.

United States of America—Woodbury Willoughby, Counsellor for Economic Affairs, United States Embassy, 100 Wellington Street, Ottawa. Telephone —6-2341.

William L. Kilcoin, Commercial Attaché, United States Embassy, 100 Wellington Street, Ottawa. Telephone —2-2611.

Yugoslavia—Peter L. Mangovski, Counsellor, Yugoslav Legation, 259 Daly Avenue, Ottawa. Telephone—3-6289.

Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit		Nominal Quotations Sept. 17	Nominal Quotations Nov. 15	Nominal Quotations Nov. 22
Argentina	Peso	Off.	·2977	·3275	·3275
		Free	·2085	·1222	·1222
Australia	Pound	....	3·2240	2·4640	2·4640
Belgium and Belgium Congo	Franc	....	·0228	·0220	·0220
Bolivia	Boliviano	....	·0228	·0262	·0262
British West Indies (except Jamaica)	Dollar	....	·8396	·6417	·6417
Brazil	Cruzeiro	....	·0544	·0598	·0598
Burma	Rupee	....	·3022	.....	.....
Ceylon	Rupee	....	·3022	·2310	·2310
Chile	Peso	Off.	·0517	·0569	·0569
		Export	·0323	·0355	·0355
Colombia	Peso	....	·5128	·5641	·5641
Costa Rica	Colon	....	·1800	·1980	·1980
Cuba	Peso	....	1·0000	1·1000	1·1000
Czechoslovakia	Koruna	....	·0200	·0220	·0220
Denmark	Krone	....	·2084	·1592	·1592
Dominican Republic	Peso	....	1·0000	1·1000	1·1000
Ecuador	Sucre	....	·0740	·0815	·0815
Egypt	Pound	....	4·1330	3·1587	3·1587
El Salvador	Colon	....	·4000	·4400	·4400
Fiji	Pound	....	3·6306	2·7748	2·7748
Finland	Markka	....	·0062	·0048	·0048
France, Monaco and French North Africa	Franc	Off.	·0037	·0032	·0032
French Empire—African	Franc	....	·0073	.....	.....
French Pacific Possessions	Franc	....	·0201	.....	.....
Germany	Deutsche Mark	....	·3000	·2619	·2619
Guatemala	Quetzal	....	1·0000	1·1000	1·1000
Haiti	Gourde	....	·2000	·2200	·2200
Honduras	Lempira	....	·5000	·5500	·5500
Hong Kong	Dollar	....	·2519	·1925	·1925
Iceland	Krona	....	·1541	·1178	·1178
India	Rupee	....	·3022	·2310	·2310
Iran	Rial	....	·0312	.....	.....
Iraq	Dinar	....	4·0300	3·0800	3·0800
Ireland	Pound	..	4·0300	3·0800	3·0800
Israel	Pound	...	3·0000	.....	.....
Italy	Lira	...	·0017	·0018	·0018
Jamaica	Pound	....	4·0300	3·0800	3·0800
Japan	Yen	....	·0028	.....	.....
Lebanon	Piastre	....	·4561	.....	.....
Mexico	Peso	....	·1157	·1273	·1273
Netherlands	Florin	....	·3769	·2895	·2895
Netherlands Antilles	Florin	....	·5308	·5833	·5833
New Zealand	Pound	....	4·0150	3·0800	3·0800
Nicaragua	Cordoba	....	·2000	·2200	·2200
Norway	Krone	....	·2015	·1540	·1540
Pakistan	Rupee	....	·3022	·3325	·3325
Panama	Balboa	....	1·0000	1·1000	1·1000
Paraguay	Guarani	....	·3200	.....	.....
Peru	Sol	....	·1538	·0666	·0662
Philippines	Peso	....	·4975	·5500	·5500
Portugal and Colonies	Escudo	....	·0400	·0385	·0385
Singapore	Straits Dollar	....	·4702	·3593	·3593
Spain and Colonies	Peseta	....	·0916	·1008	·1008
Sweden	Krona	....	·2783	·2126	·2126
Switzerland	Franc	....	·2336	·2551	·2552
Thailand	Baht	....	·1000	.....	.....
Turkey	Lira	....	·3571	.....	.....
Union of South Africa	Pound	....	4·0300	3·0800	3·0800
United Kingdom	Pound	....	4·0300	3·0800	3·0800
United States	Dollar	....	1·0000	1·1000	1·1000
Uruguay	Peso	Controlled	·6583	·7241	·7241
		Uncontrolled	·5618	·6180	·6180
Venezuela	Bolivar	....	·2985	·3289	·3289
Yugoslavia	Dinar	....	·0200	.....	.....

Trade Publications Available

ABC of Canadian Export Trade

Prepared by Export Division, Foreign Trade Service. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents a copy in Canada and 50 cents for delivery abroad.

Canada—Butcher, Baker, Grocer—Second Edition

Brochure, illustrating the extent to which foodstuffs are being shipped to the United Kingdom, prepared for distribution to provision trade in United Kingdom. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

Canada Produces—Second Edition

Brochure, illustrating productive capacity of Canada, prepared for distribution at British Industries Fair, in London, and by trade commissioners in their respective territories. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents.

Canadians as Consumers

Brochure, illustrating market opportunities in Canada, prepared for distribution at British Industries Fair, in London, and by trade commissioners in their respective territories. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents.

Canadian Export Timbers

Brochure, illustrating and describing Canadian woods available for export, prepared for distribution at Building Trades Exhibition, in Manchester, England. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

Canadian Furs

Brochure, pertaining primarily to ranched furs, prepared for distribution at International Fur and Leather Fair, in Basle, Switzerland. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

Canadian Certified Seed Potatoes

Folder, illustrating varieties most suitable for shipment to other countries, prepared for distribution abroad in an effort to stimulate export sale of seed potatoes. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

Eighty Years of Foreign Trade

Reprint of article in *Canadian Geographical Journal*, which reviews development of Canada's trade between 1867 and 1947. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

Reprints of Economic Reviews

Reports on the following countries, reproduced originally in the *Commercial Intelligence Journal* and *Foreign Trade*: Argentina, British West Indies and British Guiana, French North Africa, India, Iran, Mexico, New Zealand. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

Reprints of Special Articles

Articles on the following subjects, published in *Foreign Trade*, have been reprinted in pamphlet form, and may be obtained from the Publicity Division, Foreign Trade Service, Ottawa:

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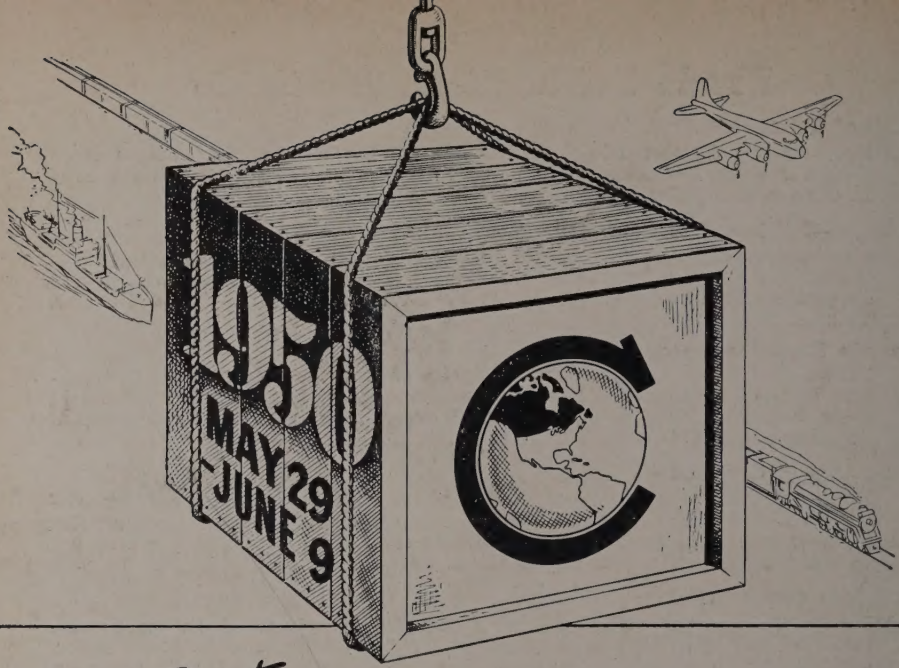

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